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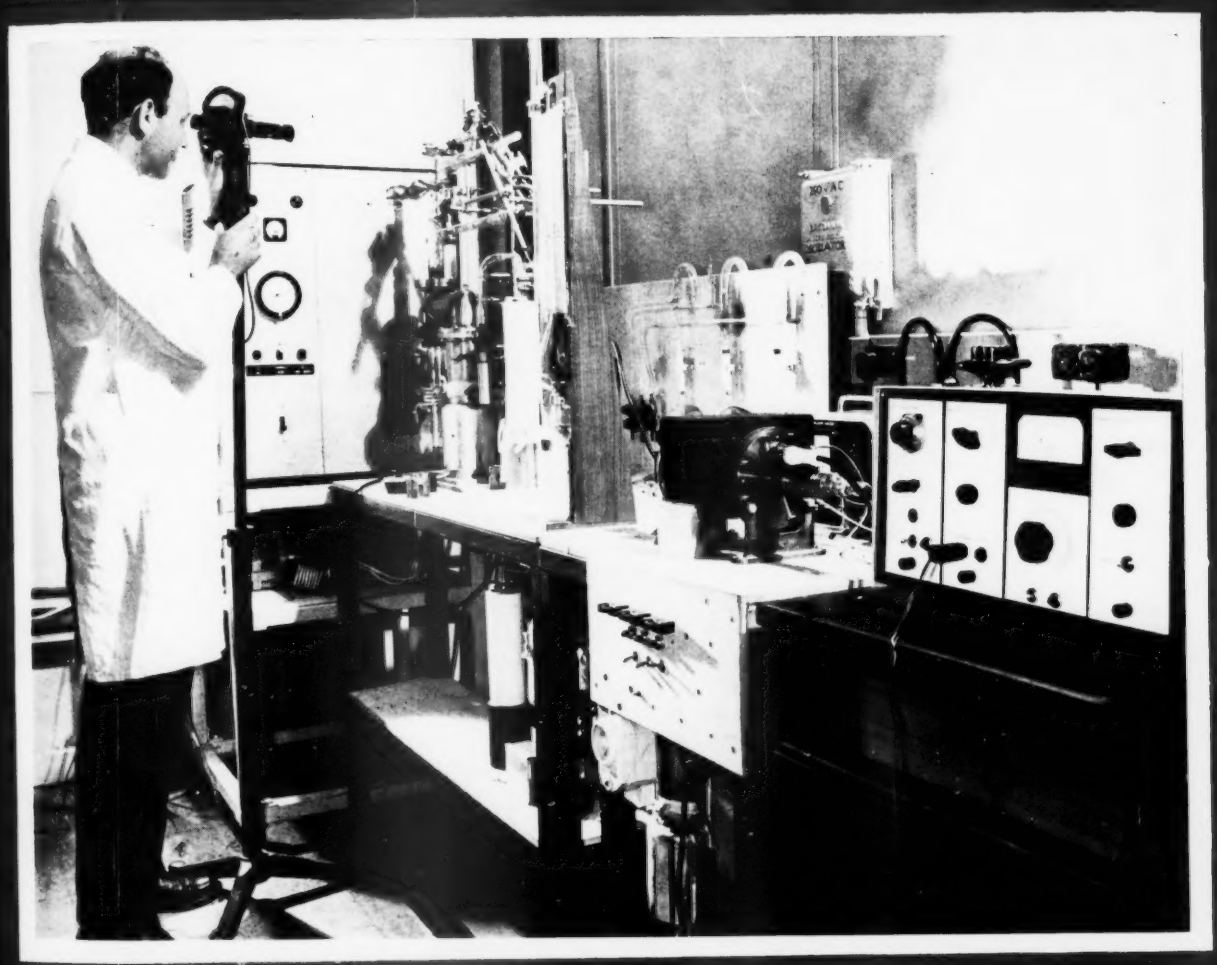

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Front cover photograph

The AEI MS10 mass spectrometer in the right foreground is being used as the detector in a vacuum fusion apparatus for measuring trace gases in metals. AEI Electronics is one of Britain's largest exporters of scientific equipment. An order worth £170,000 was received in January from AEI's agent in America, Picker Nuclear, and covers 84 type MS10 mass spectrometers, in various forms, which will be used for the analysis of gases and chemicals at universities and research establishments.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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„Export? Natürlich wissen wir alles über export."

"Eksportacion? Natyrisht ju dini mire çdo me thane eksportacion."

ወደ ፡ ውጭ ፡ አገር ፡ ስለማኩ ፡ የንግድ ፡ ዕቃዎች? ከዎ ! ስለኑሉማ ፡ በጣም ፡ እርውቃለን !

«الصادرات ؟ بالطبع اننا نعرف كل شيء عن الصادرات.»

রপ্তানী ? অবশ্য আমরা ইহা সম্বন্ধে সব কিছু জানি ।

"Износ? Разбира се че знаем всичко по износа".

ထွက်ကုန်လား။ ထွက်ကုန်အကြောင်းနဲ့ ပတ်သက်လျှင် ကျွန်ုပ်တို့ ကျွမ်းကျင် နိုင်နင်းပါသည်။

对外貿易?当然我們知道有关对外貿易的一切。

„Exportovat? Ovšem, že víme vše o exportu."

„Eksport? Vi ved naturligvis alt om eksport."

"Export? Natuurlijk weten wij alles af van export."

Cannaí ag dul amach ó'n dtír? Gan amhras tá ólas againn faoi gach gné de dul amach ó'n dtír!!

„Eksport? Meie teame, mis puutub eksporti."

"Veivoli ki vanua tani? E kilai deivaki tu vei keimami na sala ni veivoli ki vanua tani."

"Vientiä? Tietenkin tiedämme kaiken viennistä."

„Export? Uiteraard weten wij er alles van!"

ཕྱིཕྱོགས་སུ་ཚོང་གི་སྐྱེད་? ངའོས་ཕྱི་ཕྱོགས་སུ་ཚོང་གིསྐྱེད་ཚང་མ་དེས་པར་ཤེས་ཀྱི་ཡོད།

"Reic do thirean eile? Gu dearbh's aine dhuinn na h-uile mu dhéibhinn reic do thirean eile."

"ΕΞΑΓΩΓΕΣ; ΑΣΦΑΛΩΣ ΞΕΡΟΥΜΕ ΤΟ ΠΑΝ ΓΙΑ ΤΙΣ ΕΞΑΓΩΓΕΣ."

માલની નીકાસ? ખરેખર પ્રદેશ ખાને માલ ની નીકાસ બાબત અજાને અનુભવ છે

"Ciniki da kasashen waje? Mu ne muka nakalci sha'anin ciniki da kasashen waje."

« ¿Exportaciones? Claro que sabemos de exportaciones ¡Lo sabemos todo! »

"Exporter? Cela n'a pas de secret pour nous!"

विदेशों मे व्यापार? अवश्य हम इसे भली प्रकार समझते हैं।

„Export? Természetesen mindent tudunk az exporttal kapcsolatban."

"Útflutningur? Auðvitað vitum við allt sem viðkemur útflutningi."

輸出ですって?もちろん輸出のことなら何んでもどうぞ。

"Barang2 ekspot? Kami memang menjadi ahli dalam hal mengekspot barang2."

ייצוא? במובן· אנחנו יודעים הכל על אודות ייצוא·

„Eksport? Naturligvis vet vi alt om eksport."

ਪਰਦੇਸਾਂ ਨਾਲ ਵਪਾਰ? ਸਾਨੂੰ ਇਸ ਬਾਰੇ ਸਭ ਪਤੈ।

«صادرات؟ البته از صادرات اطلاع کامل داریم.»

„Eksport? Oczywiście my wiemy wszystko o eksporcie."

"Exportação? Mas concerteza, nós sabemos tudo sobre exportações.,,

„Exporturi? Fireste stim totul despre exporturi."

«Экспорт? Конечно, мы знаем всё, что касается экспорта!»

„Izvoz? Naravno da znamo sve o izvozu."

بارځ؟ اکلسفوت؟ کامي میعځ منجادي اهلي دالم حال مفا کسفوت بارځ؟

"Export? Visst vet vi allt om export!"

ஏற்றுமதியா? அதைப்பற்றி எங்களுக்கு எல்லாம் தெரியுமே.

"สินค้าออกน่ะหรือ แน่นอนเรารู้ทุกอย่างเกี่ยวกับสินค้าออก"

"İhracat mı dediniz? Siz onu bize sorun, biz ihracat işinin erbabıyız."

دساور سے تجارت ؟ ہمیں اسکے بارے میں سب پتہ ہے

"Allforion? Wrth gwrs mi wyddom y cyfan am allforion."

« Esportazioni? Certo, sappiamo tutto sulle esportazioni! »

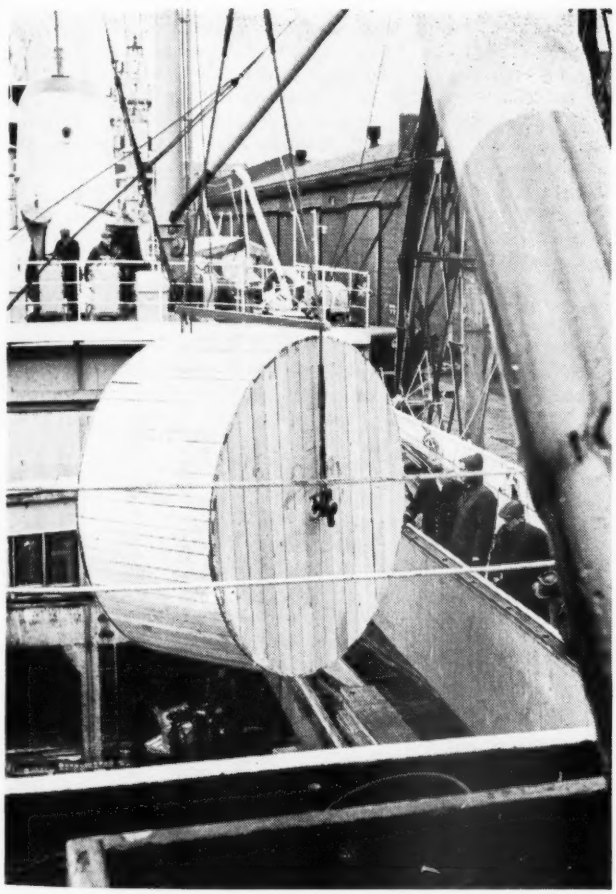
National Provincial Bank

TRADING WITH 'THE SIX' - 1

An assessment of the Italian market

by J. A. Ford, CMG, MC, Counsellor (Commercial), British Embassy at Rome

In the light of current interest in the markets of the European Economic Community, the *Board of Trade Journal* is publishing this series of articles on the prospects for United Kingdom exporters.



In the face of fierce European competition, BTR Industries Limited has gained a big export order for conveyor belting to be supplied to Italsider – the Italian Steel Consortium. This order was won because of the belt's quality and BTR's high-speed delivery service. The belt is to be installed in a new iron ore handling plant extension at the Piombino steel works, south-west of Florence. It is nearly 5,000 ft. long and will carry 1,600 tons of iron ore and 1,400 tons of coal an hour, and is made in a revolutionary fabric design produced by BTR after an intensive analysis of the causes of failure in conventional belts. The contract was secured for BTR by its Italian agents, San Marco International of Milan. The picture shows part of the order being loaded at Liverpool Docks for shipment to Italy.

ITALY! For centuries Britons have braved the no longer existent perils of continental travel to visit Italy. They come in search of sun, the magic of the past still visible in ancient ruins and the lovely cities and mature countryside, because they love the Italian people and their way of life and, some of them, lastly but not least, in search of trade. Recent years have seen the influx of British visitors of all kinds rapidly increase.

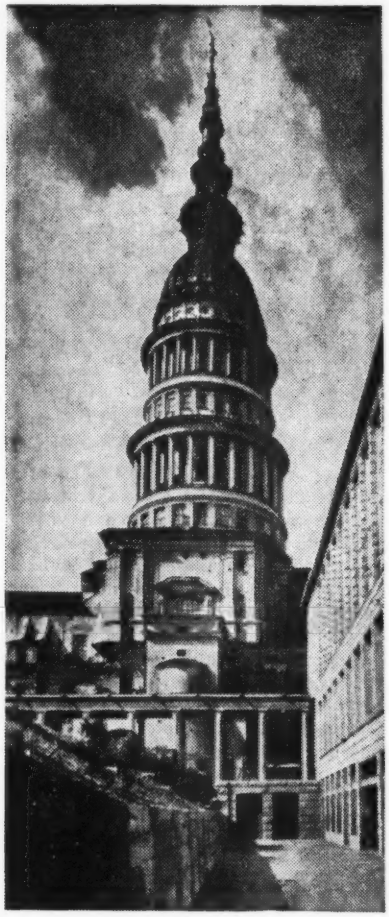
It is easy to forget that modern Italy is a relatively new state with less than a century of unified existence. Its comparative youth in statehood is reflected in the differences in outlook between the North and South, the relative strength of the provincial and local governments and the incredibly complicated administrative, fiscal and legal state of affairs throughout the country, which by history and tradition is not only an integral part of Europe and now a founder member of the Common Market, but also coloured by its past and present links with the Middle East and North Africa.

A major industrial power

Over the past two decades, Italy has become a major industrial power. Her industry, a large sector of which is controlled by the state through the IRI group and the state electricity and oil companies, is now able to challenge Britain, America and her Common Market partners in the export markets of the world and has captured a number of sensational contracts, the most recent of which was the Fiat contract for the construction of a car factory in the Soviet Union. Both at home and overseas, Italian businessmen are showing increasing competitiveness and drive; and they are quick to build on the ideas of others and exploit markets which others may have opened up but are slow to exploit energetically. Most of Italian industry is located in the North where the country's main banking and commercial interests are also located; thus Milan, rather than Rome, is the main commercial, financial and industrial centre; and some 80 per cent of the agents handling British exports to Italy are centred in the North. For this reason, control of the British export services in Italy is now centred in the Commercial Department in the Consulate-General at Milan and not in the Embassy at Rome.

The Italian Government have been making strenuous efforts to concentrate investment in the relatively undeveloped South and Sicily and Sardinia in order to narrow the gap between the living standards of these areas and the industrialized prosperous North where the Italian workers' wages are now scarcely equalled in Europe. For this purpose, public money is being channelled for investment in the South through the Cassa per il Mezzogiorno and generous investment grants, loans with subsidized interest rates and tax privileges are made available to firms whether Italian or foreign wishing to set up new enterprises there. As a result of this a rapidly increasing industrial zone is developing in Puglia in the Bari, Brindisi, Taranto triangle. Development is being pressed on with too in Sicily and Sardinia.

novara



NOVARA has its own niche in history because of its notable role in mediaeval times. Today, it plays an even more important part in the world of banking and industry. Here in this picturesque old town, is the head office of the BANCA POPOLARE DI NOVARA famed for being the largest popular bank in all Europe.

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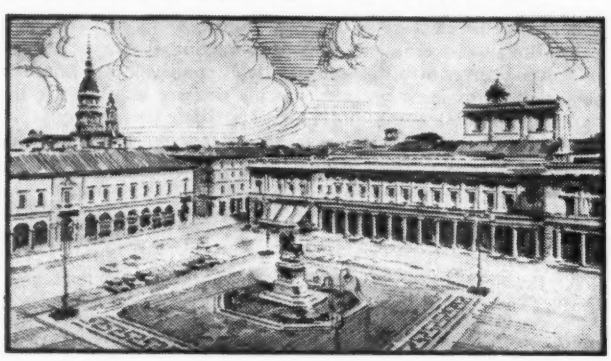

THE ITALIAN MARKET, *continued*

The industrialization of Italy and the way in which Italian workers have in recent years sought employment in other industrialized countries (particularly Germany) and remitted wages back to their families, has changed and is still rapidly changing the social and economic structure of Italy. Families, particularly in the South, are leaving the rural areas and concentrating in the towns, developing new tastes for the consumer goods, such as cars, radios, television sets, which would have been out of their financial reach 20 years ago but are now coming to be regarded as the necessities of life. At the same time, their eating habits are changing: meat consumption in particular is rising rapidly and tastes are developing for packaged foods, frozen vegetables and unfamiliar foreign delicacies of all kinds.

New markets for new products

All these changes create scope for the development of new markets in new products hitherto unsold in Italy. Unfortunately for the foreign exporter to Italy, the Italian distribution system still depends mainly on a large number of small firms; there are few with a genuinely nation-wide sales organization, and agents in the North often do not have effective coverage throughout the country, although they often declare that they do, either directly or through sub-agents. This makes it difficult for the exporter to ensure that his product will be promoted effectively throughout the country; and experience shows that it is essential, if nation-wide promotion is required, for the British exporter to set up his own organization in Italy to impart the necessary drive or to send out sales representatives frequently to discuss promotion strategy with agents or distributors and see that it is being carried out effectively.

Italian patent legislation can cause problems for exporters. To secure continued protection for an imported product, it must be

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manufactured in Italy within three years from registration. If manufacture in Italy is not begun within this period, or if, having started, it is discontinued for three consecutive years, the patent may lapse. Italian manufacturers are not slow to take advantage of the opportunity to copy and manufacture on their own account unprotected goods for which a market has been created in Italy. This factor, together with the lack of an effective country-wide network of agents and sales outlets makes it all the more necessary for exporters to think most carefully about setting up their own subsidiary or selling under licence in Italy when drawing up the marketing plan for any product which could easily be copied: if this is not done, there is a serious danger that by coming into the Italian market in a half-hearted and unplanned manner, the British manufacturer may create an Italian competitor in his own field who will not only capture the Italian market but seek to capture also markets overseas for the same product.

Inland clearance depot

After his visit to Italy in 1966, Mr. J. F. Parr of the Confederation of British Industry produced a report on the problems and experience of British companies' subsidiaries in Italy which outlines some of the problems peculiar to Italy which must be borne in mind by the British manufacturer entering the Italian market for the first time. It is available to members of the Confederation of British Industry and is thoroughly recommended to all those seriously wishing to enter the Italian market.

Italian bureaucratic methods are complicated and many British exporters have been put off entering the Italian market because of these, and also because of the costly and slow methods of handling goods at the main ports. In an imaginative effort to get round these difficulties, an inland clearance depot has just been established at Rivalta Scrivia, some 70 kilometres inland from Genoa, to which goods can be consigned direct either by sea or rail, singly or in bulk for clearance, bulk breaking and re-routing. A second clear-

Now being demonstrated to several bus companies in Italy is this integrally-built Italian luxury touring coach which has British-built power and transmission units. Built by SCALL and named 'Superbus', it was exhibited at the recent Turin Motor Show. It has a 200 b.h.p. Leyland underfloor diesel engine, a five-speed Pneumo-Cyclic semi-automatic gearbox built by Self-Changing Gears Ltd., and seats for 51 passengers supplemented by an extra 12 folding seats. Two double doors are provided for passengers on the right side, and these are electro-pneumatically operated.

(*Continued on page* 699)

Market Leaders

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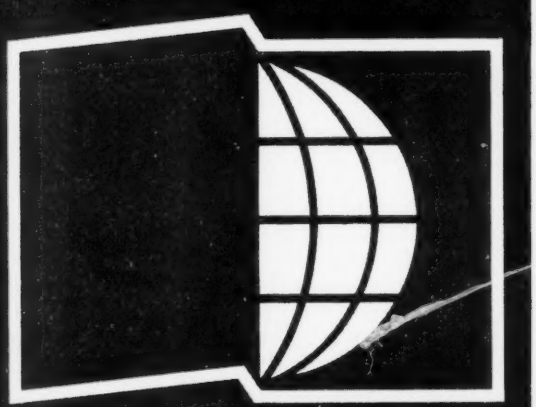

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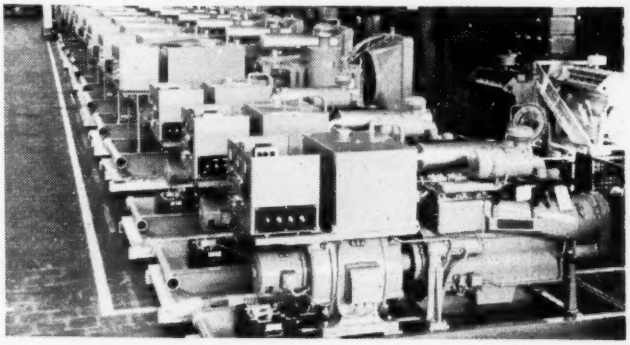
ance depot is now being planned for siting in the Trieste area. It is hoped that these developments and the expansion of container traffic, now becoming increasingly in fashion in Britain and elsewhere will, by cutting down delays and uncertainties, increase the attraction of importing from Britain. Goods sent by road can also be delivered fast provided that all the formalities are carried out: a number of British exporters, however, still run into trouble here and have lorries held up at the frontier for want of planning and the obtaining of the right papers in advance. It usually takes a total of about three weeks to obtain the necessary permit (by air mail).

The creation of the Common Market not only gave an effective stimulus to the development of Italy's industry, but has also led to re-orientation of Italy's trade which is becoming increasingly integrated with that of the other Five. As a result of this tendency and the Common Market tariff advantages, the British share of the Italian market is decreasing. With the abolition of tariffs between the Six in July 1968, the obstacle which the Common Market tariff will represent to British exporters will be all the more serious.

Italy has had her own experience of go-stop-go, and the boom of 1962/63 led to severe restrictions and a recession which caused British exports to nose-dive from a peak of £163 million in 1963 to £109 million in 1965. At the same time, Italy tried to combat her balance of payments difficulties with an export drive which increased her exports to the United Kingdom to over £144 million in 1965. During 1966 Italy was climbing out of her recession, by the end of the year investment was beginning to pick up in almost all sectors, and imports from Britain, which were mainly in plant, machinery and other capital equipment, were again on the increase. In 1965 and 1966 the country's industrial production increased by 5 per cent and 12 per cent respectively and a further increase in the growth rate is forecast for this year. Present indications are that British exports are still increasing; and it is hoped that British sales of industrial equipment, plastic chemicals and electrical machinery will rise to new heights. The further development of the Mezzogiorno and the Government's programme for the construction of hospitals, sewage works and other public works should provide scope for our exporters; the revival of business investment should bring in its wake increased sales of British capital goods, and the rising standard of living throughout Italy will provide continued possibilities for the export of consumer goods which at present amount to under 20 per cent of British exports in terms of value.



W. H. Dorman & Company Limited, Stafford, claim to have exported a record number of diesel-powered generating sets to Italy last year. Seen here are 13 sets awaiting despatch from the Milan factory of Officine Meccaniche Ing. Contaldi. They have been built for the Yugoslavian Government Corporation Jugoinvest for use in road building yards along the Libyan coastal highway at Benghazi, Libya.

So long as Britain remains outside the Common Market the competition against British exports will increase. On the other hand many exporters are still selling effectively in spite of tariff disadvantages and there are likely to be many products which Britain can export where price is not a main consideration: thus Italy should remain a good field for action for aggressive

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exporters. If, however, Britain should join the Common Market, then a whole range of new opportunities will open up. In either event, the British exporter who seeks new markets for his product and is concerned to work out a planned marketing programme to sell in Italy is advised to visit the Italian market and see for himself. The return air fare to Milan is only £46 and the journey takes under two hours. So why not come and see? If you let them know in advance, either the Consulate General or the British Chamber of Commerce in Milan will be glad to advise you whom you should visit and fix up appointments for you and get you an interpreter if you need one. (Italian is still the only language of the majority of Italian businessmen and it is essential for those wishing to do serious business with Italy to have a representative able to correspond and do business in Italian; likewise, trade literature should generally be in Italian, if it is to be effective.) Both the Consulate General and the Chamber of Commerce will also be able to advise on the promotional opportunities, e.g. trade fairs, available in Italy and also on the commercial organizations available in the marketing, advertising, market research and consultancy field. In this field there has been immense progress over the past decade, and the British exporter can now find in Italy the extra promotional assistance which he may well require if he is to market effectively, particularly in the consumer goods field, in the somewhat individual conditions of Italy.

It would be impossible in this article to enumerate all the organizations available; but among the leading organizations under British management are the Italian subsidiaries of Coleman, Prentis & Varley, the London Press Exchange, Crawford's, Attwood's, Ogilvy and Mather, Masius Omnia, P.A. Management Consultants, Management Selection, and the Italmarket organization at Rome: Production Engineering Ltd. do market research for engineering products and can also carry out valuations and the assessment of Italian plant for British firms wishing to buy their way into Italian organizations.

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LONDON REPRESENTATIVE:
St. Alphage House, 2 Fore Street, London, EC2

Correspondents All Over the World

Butter imports quotas

MR. DOUGLAS JAY, President of the Board of Trade, announced in reply to a Parliamentary Question on March 13 that the quota system for imports of butter will continue for a further 12 months beginning April 1, 1967.

The total of imports to be authorized initially will be 470,000 tons. This will comprise basic quantities of approximately 440,000 tons as set out in column 1 of the table below; and supplementary allocations of some 30,000 tons as set out in column 3.

These supplementary allocations are as in previous years for delivery in the period April 1-November 30. The total entitlement for April-November is the sum of the quantities shown in columns 2 and 3 of the table. To the extent that actual deliveries fall short of this total, the extra authorizations will lapse automatically at the end of November.

The situation will be kept under review and a reserve of 5,000 tons is available for allocation in the light of the circumstances and after consultation with New Zealand and Australia.

There will be no general provision for the carry over of old quotas into the new quota year or anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

A Notice to Importers giving full details of the licensing arrangements for the quotas is being issued.

	Initial quantities, including basic quotas	For countries authorized to send additional quantities	
		Basic Quantities for delivery April-November	Additional Quantities for delivery April-November
	Col. 1 (tons)	Col. 2 (tons)	Col. 3 (tons)
Argentina	8,000	—	—
Australia	72,200 (1)	—	—
Austria	1,830	1,000	825
Belgium	215	—	200
Bulgaria	805	405	500
Denmark	98,420	66,000	6,000
Finland	12,370	7,570	5,830
France	2,580	1,580	4,100
Hungary	1,720	1,050	700
Irish Republic	26,000 (2)	—	—
Kenya	300	—	—
Netherlands	15,060	9,500	4,200
New Zealand	176,000 (3)	—	—
Norway	1,830	1,000	825
Poland	17,210	—	1,800
Rumania	325	200	4,100
Sweden	4,950	—	825
Uruguay	215	—	65
	440,030	—	29,970

Notes:
(1) Australia remains entitled to 15·9% of total authorized imports.
(2) Includes 3,000 tons allowance for growth in relation to total authorized imports.
(3) Includes 6,000 tons allowance for growth in relation to total authorized imports.

Voluntary Estate Agents Council

IN REPLY to a question in the House of Commons on March 13, Mr. Douglas Jay, President of the Board of Trade, said that when the proposed Estate Agents Council had been set up by the 10 principal societies representing estate agents he intended to appoint Sir Ronald German as Chairman.

Notes:

The ten principal societies are proposing to set up a Council with a constitution and functions as close as possible to those of the statutory body provided for in the Private Members Bill introduced in the last Parliament.

The President of the Board of Trade has agreed to nominate seven independent members, and three estate agents who do not belong to the larger societies, and to nominate the Chairman from among the members of the Council.

The Council will lay down minimum standards of competence for estate agents who wish to register with the Council. It intends to draw up rules or a code of conduct for estate agents.

The effectiveness of the proposed Council will depend to a large extent on the support it receives from the members of the public. The Government have said that they will watch closely how the situation develops after the Council has been set up and would support a Bill designed to deal with any problems remaining.

Sir Ronald German retired from the post of Director General of the GPO last year. He joined the GPO in 1925 and his career included two periods of service with postal authorities in the Commonwealth, the second as Postmaster General, East Africa (from 1950-58). He was appointed Deputy Director General of the GPO in 1959, and became Director General the following year. He is a Director of The National Post Office Building Society, Securicor Ltd., and Williams and Williams (Reliance Holdings) Ltd.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, spent two days, March 6 and 7, visiting the Lancashire cotton towns. Picture shows Mr. Mallalieu bending to listen to Mr. F. Wignall, manager of the Premier Mill, Great Harewood, as machinery hums in the background. Courtesy Lancashire Evening Telegraph.

President addresses surveyors

'I BELIEVE there is likely in future to be increasing opportunity for the surveyors' profession to earn revenue overseas, and so contribute to Britain's invisible exports', stated Mr. Douglas Jay, President of the Board of Trade, in a speech at the annual dinner on March 7 of the Royal Institution of Chartered Surveyors.

The President continued: 'We are certainly likely as a nation to see more and more opportunities in the future for profiting by the export of services as well as goods; and the growing number of big constructional and civil engineering contracts and projects going forward all over the world looks like being one of the principal challenges to British talent. It may be that this is one of the forms of export which we have not yet got sufficiently organized, and the Board of Trade is examining various ways in which our overseas enterprise here could be improved. We shall be glad at all times to have advice on this from professional organizations like your Institution. There is undoubtedly a competitive struggle ahead of us here in world markets, in which we as a nation have got to keep abreast of our rivals.'

CBI Common Market study

A SURVEY AMONG 1,700 companies on the implications for them of British entry into the Common Market has been published by the Confederation of British Industry, 21 Tothill Street, London, S.W.1.

This completes one part of the Confederation's consultation with industry on the basis of the recent report of its Europe Steering Committee. The results of the other parts will be published later in the year.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

Signing a contract for one of the world's biggest fashion orders from the USSR is Mme. Ludmilla Kiseljeva, a director of Raznoexport. The order, worth £800,000, was won by London Maid, and was mainly for coats and jersey suits of traditional cut and materials in the medium price range – a total of 140,000 garments in all. In the background of the picture are three model girls wearing some of the garments selected by Mme. Kiseljeva. Also present at the official signing of documents was Mr. Boris Gordeev, head of the USSR trade delegation to the United Kingdom. London Maid directors Mr. Peter Wise (right) and Mr. Michael Benjamin (left) spent over a year negotiating the deal with the Russians. The Calico Printers' Association, of which London Maid is a subsidiary, is at the moment engaged in negotiations with the USSR for a repeat of a large order for printed cotton dress fabrics obtained for Cepea last year.

Members of the Soviet vehicle and tractor delegation who visited the Perkins Engines Group's Peterborough plant on March 3 are shown Perkins' most powerful unit – the 170 bhp V8.510 diesel engine – by Mr. M. I. Prichard (second left) the group's chairman and managing director. Perkins has been associated with the Soviet automotive and agricultural industries for a number of years and it was while the delegation was visiting the international company's Peterborough plant that they learned that an order had just been received for 100 engines to power Russian-made 6-ton Zil trucks for use in Finland. Pictured (left to right) are Mr. N. F. Sokolov, deputy director of the Scientific Research Institute for Tractors and Agricultural Machinery; Mr. Prichard; Mr. N. I. Strokin, deputy minister for the Automobile Industry; Mr. R. Perkins, deputy managing director of Perkins Group; Mr. M. S. Sidelnikov, head of the technical department of the Ministry of Tractor and Agricultural Engineering; Mme. I. V. Lukyanova, interpreter; and Mr. G. D. Chernyshov, chief designer of the Yaroslavl engine factory.

President's statement on textile imports

MR. DOUGLAS JAY, President of the Board of Trade, made the following statement in the House of Commons on March 14 about textile imports:

'I am glad to inform the House that the Textile Council have agreed at my request to set up a Textile Council Imports Commission, with the following responsibilities:

'First, to keep a watch on imports of all types of textiles within the purview of the Council and to analyse their type, source and price.

'Secondly, to assist firms or sections of the industry to prepare and submit anti-dumping applications to the Board of Trade. I have offered the Commission the advice of the Board of Trade on material required to support applications.

'Thirdly, to act as the normal channel for consultation between the Board of Trade and the industry on proposals to use tariff or import controls to regulate the flow of imports.

'Fourthly, to study and report on particular problems arising from or affected by imports such as evasion, substitution, etc.

'I am confident that the new Commission will be of great value in assisting the Board of Trade in the control of textile imports.'

Summary of import licensing regulations

THE BOARD OF TRADE, in Notice to Importers No. 1180, have published a Summary of Import Licensing Regulations currently in force, including all changes incorporated in the revised Open General Licence which took effect on January 1, 1967.

Importers who have not already received a copy may obtain one from the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 31, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Sodium dihydrogen citrate	As in previous column	December 31, 1967	6982
29.32	*di*Sodium methylarsonate	As in previous column	December 31, 1967	6980
29.35	Thiophen-2-aldehyde	As in previous column	December 31, 1967	1095
29.42	Vinblastine sulphate	Ampoules velbe (vinblastine sulphate).	December 31, 1967	6976
29.42	Vincristine sulphate	Ampoules oncovin (vincristine sulphate).	December 31, 1967	6977
29.04	Tridecyl alcohol, mixed isomers	Tridecanol	November 2, 1967	6996
29.06	2-Hydroxybiphenyl	As in previous column	December 31, 1967	6931
29.25	Mebutamate	As in previous column	December 31, 1967	6997

The Import Duties (Temporary Exemptions) (No. 2) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 2) Order, 1967.

This Order provides that sodium nitrite (other than analytical reagent quality) and also 11β,21-Dihydroxypregna-1,4,17(20)-trien-3-one shall be temporarily exempt from import duty until May 4, 1967.

The Order came into operation on March 15, 1967, and has been published as Statutory Instruments 1967, No. 357.

Copies of the Order are obtainable direct from HMSO.

Revised EFTA documentation

EXPORTERS ARE reminded that delays and difficulties will occur in the importing countries unless the EFTA forms and declarations which they use (including the titles of the declarations) *conform exactly* with those prescribed by the EFTA Convention. There were some revisions in the forms and declarations as from the beginning of 1967. Supplies of the *revised forms* – except the certificates (Forms 3 and 4) which are supplied by authorized Chambers of Commerce – may be purchased from HMSO and Government bookshops. The prescribed texts of the *revised declarations* for use on traders' own invoices are reproduced in the Customs Notice No. 74 and on the revised pages 3/7 to 3/25 of the *EFTA Compendium for the Use of Exporters.*

Unacceptable variations in the declarations

Particular attention is drawn to *the following variations* from the prescribed texts of the invoice declarations which have come to notice and *which are unacceptable* for EFTA purposes:

- Declarations 1a(A), 1a(B) and 1a (C) have been combined into a single declaration entitled 'Declaration of Origin Form 1a', leaving the exporter to delete the non-applicable criteria of origin in clause 2. Apart from being *not as prescribed* in the EFTA Convention, this form of declaration will lead Customs Officers who are unfamiliar with the English language to confuse it with the form of declaration in use before December 31, 1966 and *to reject it.*
- Revised declarations printed on a separate adhesive sheet stuck on the invoice *are not acceptable.* The declaration must be made on the same sheet as the invoice.
- The old forms of declaration current before the end of 1966, amended simply in manuscript or by typed or printed insertions, *are not acceptable.*
- Declaration 1b used without a column headed 'Origin criterion' on the invoice *is not acceptable.* In using declaration 1b, no part of clause 2 needs to be deleted – the substantive part of the declaration is that the goods have been produced within the EFTA Area as indicated in the column of the invoice headed 'Origin criterion' and accordingly *it is invalid* unless there is such a column on the invoice and the origin criterion is there inserted as indicated in clause 2 of the declaration.

Where the declaration is applied to the invoice by means of a rubber stamp, care should be taken to see that the imprint is fully legible.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2301/2).

Amendment to the EFTA Compendium

A THIRD AMENDMENT to the Board of Trade's *EFTA Compendium for the Use of Exporters* has been published by HMSO, price 8s. 6d. (by post 9s. 1d.).

The amendment, which covers in detail the new EFTA regulations on drawback, the position of export rebate in relation to EFTA tariff treatment and the revised EFTA forms and declarations, incorporates information already published in the *Board of Trade Journal* of August 26, 1966 and in Customs and Excise Notices 74 and 74A. It has involved the reprinting in its entirety, of Part 1 of the Compendium as well as substantial amendments to Parts 2 and 3.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts.* 2479/2480).

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has recently entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters, and this is reflected in a new series of advertisements showing examples of the help received by specific firms. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 27,500 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Modern factories to let in Scotland

SCOTTISH INDUSTRIAL ESTATES Corporation is very actively engaged in erecting Board of Trade Advance Factories in many places throughout Scotland and the area in which it can now operate has been considerably enlarged. A full list of factories available is found at the end of this article and rentals vary from 3s. 6d. ($0.49) to 5s. ($.77) per sq. ft. per annum with lower rentals in isolated localities. The leases are for 20 years during which the rental assessed will remain fixed unless breaks have been requested. In Scotland, it is the general practice for leases to be on a basis whereby the Corporation upholds the building and plumberwork against ordinary fair wear and tear. This is a valuable factor, coupled with the fixed rental when industrialists come to preparing budgets.

Most of the factories available, particularly the new ones, are in areas where the Government are anxious to increase opportunities for male employment. Nearly all male-employing industries require a percentage of skilled men on the factory floor before they can build up their numbers of semi-skilled and unskilled employees. To meet this need the Ministry of Labour is assisting industry by supplementing the skilled labour force with men who have been given basic accelerated training courses at Government Training Centres. At present there are seven such Centres in Scotland located in the Central Industrial Belt at †Glasgow (Hillington), †Glasgow (Queenslie), Motherwell, Irvine, Dumbarton, †Port Glasgow and Dunfermline with a total capacity of 905 adult training places.

By the end of 1967 a new centre will be opened in Edinburgh and the number of adult training places increased to 1,145. There are tentative plans for further expansion subsequent to 1967 to a ceiling of around 1,400 places and incorporating a ninth centre, possibly on the Bellshill Industrial Estate. The output of trained men from the Scottish Centres in 1966 was 1,150; during 1968 this should rise to approximately 1,800.

Courses, which vary in duration from 6-12 months, are provided in 17 trades at present, with the range increasing to 20 by the end of this year.

Engineering: Capstan Setting/Operating, Milling Setting/Operating, Centre Lathe Turning, Precision Grinding, Instrument Fitting and Machining, Jig & Tool Fitting and Mechanical Engineering Draughtsmanship.

† Sited on an industrial esttate.

This recently opened Ministry of Labour Training Centre at Queenslie Estate is the seventh to become operative in Scotland during the past three years.

Construction: Carpentry/Joinery and Bricklaying.

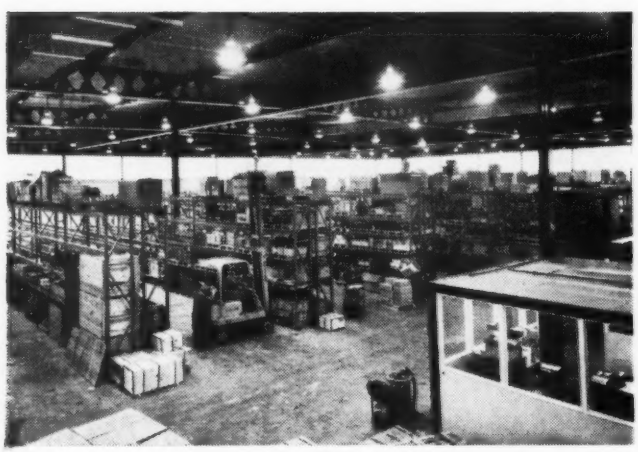
Miscellaneous: Agricultural Machinery Repair Fitting/Welding; Radio, TV and Electronic Servicing, Instrument Maintenance, Motor Repairing, Hairdressing (Men's), Storekeeping, Watch & Clock Repairing and Canteen Cooking.

Courses in Typewriter Repair and Maintenance, Electronic Welding and Electronic Wiring and Testing will be introduced during 1967.

By agreement with the Ministry, firms setting up or expanding in development areas may have a specified number of training places at these Centres allocated to men for whom skilled employment with the firm is assured on completion of training. In most trades training can be biased in the later stages of the course towards the firm's own production requirements.

Training at semi-skilled level, which has to be tailored much more closely to a particular employer's needs, is normally best done by the employer himself. The Ministry of Labour can give financial help towards the cost of training new labour to firms setting up factories or expanding their business in development areas. Weekly flat rates of assistance for each trainee for approved periods are £5 for men (£2 10s. under 18) and £3 10s. for women (£2 under 18). Financial help is also available to firms using temporary premises for training purposes in development areas in advance of occupying new factory buildings.

Direct training assistance may also be offered to firms in development areas. Under the scheme the minister may offer to help engineering firms to get training of semi-skilled operatives started on their own premises by lending them experienced Ministry of Lab-



Two factories at Irvine opened by Lord Clydesmuir in January. Left: the interior of the 30,000 sq. ft. extension to the Hyster Ltd. parts depot and (right) the Scotboard wood chipboard factory, which covers 6¼ acres and cost over £800,000.

our instructors. Special operator-instructor courses can also be provided locally for industrial supervisors to enable them to train groups of new workers in semi-skilled activity on the factory floor.

The Ministry provide several courses of supervisory training and also operate an Instructor Training College on the Hillington Industrial Estate.

Basic first year apprentice courses in engineering are provided for apprentices sponsored by their employers at the Government Training Centres in Glasgow (Hillington), Glasgow (Queenslie), Motherwell, Irvine, Port Glasgow and Edinburgh. A total of 120 places is available. A first year apprentice class of 12 places in radio and electronics is also available at Glasgow (Hillington).

The availability of good labour training resources is, of course, only one of the many advantages which accrue to the industrialist setting up in a development area. The tremendous influx of highly sophisticated electronic work to Scotland amply illustrates that companies appreciate the excellent facilities provided.

Scottish Industrial Estates Corporation has many years of experience in assisting companies to establish factories. It is our aim to help industrialists by giving a service which will involve them in the minimum time and expense. Inquiring industrialists will be met by the Corporation's executive staff who will gladly arrange visits to any of the factories, meetings with Board of Trade, Ministry of Labour and, if necessary, Local Authorities. Further particulars and illustrated brochures are available on application to the General Manager, Scottish Industrial Estates Corporation, 3 Woodside Place, Glasgow, C.3 (Tel. STD 041 Douglas 6651), the Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3 (Tel. City 2855) or any other Board of Trade Office.

The following modern steel framed single-storey factories, each equipped with offices, central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the following Industrial Estates or individual sites. Those marked * can be expanded by at least 100%.
All these factories are in a development area and tenants may apply for Government grants and loans and assistance in training labour.

City or County	Location		Area Sq. ft.	Height to Underside of Truss Ft.	Remarks
Aberdeen	Aberdeen Estate	(1)*	13,027	12½	Being built
		(2)*	27,500	14	Being built
Aberdeenshire	Peterhead		18,804	14	Vacant
Argyllshire	Campbeltown	*	6,636	12	Being built
Ayrshire	Cumnock Estate	*	27,500	—	Being built
	Girvan	*	12,563	12½	Being built
	Kilwinning Estate	*	27,500	—	Being built
Dumfriesshire	Sanquhar Estate	(1)*	12,959	12½	Being built
		(2)*	19,080	14	Being built
Dundee	Dundee Estate	(1)	61,244	14	North light
		(2)*	27,500	14	Being built
Fife	Cowdenbeath	(1)*	19,202	14	Being built
		(2)*	19,202	14	Being built
	Donibristle Estate	(1)*	9,412	18	Plating shop
		(2)*	3,420	9½	Available shortly
	Kirkcaldy	*	27,814	14	Available now
	Leven Estate	(1)*	12,677	12½	Available now
		(2)*	18,500	12½	Being built
	Lochgelly	*	27,024	14	To be built
Glasgow	Carntyne Estate		22,102	12	Vacant
	Hillington Estate	(1)	28,633	12 & 14	Vacant
		(2)	108,805	12	Vacant
		(3)	2,973	12	
		(4)	15,622	12	
		(5)	7,905	12	
	Queenslie Estate	*	26,680	14	Available now
	Thornliebank Estate		34,702	12	Vacant
Inverness-shire	Inverness Estate	(1)*	6,823	12	Available now
		(2)	4,385	12	Vacant
Lanarkshire	Bellshill Estate	*	27,024	14	Being built
	Blantyre Estate	*	27,500	14	Being built
	Carfin Estate	*	2,500	12	
	Chapelhall Estate		5,228	12	Vacant
	Coatbridge Estate		11,260	12	Wood floor
	Douglas Estate	(1)*	18,889	14	Being built
		(2)*	12,850	14	Being built
	Larkhall Estate	(1)	1,510	12	
		(2)	15,972	12	Vacant
	Harthill	*	12,500	12	To be built
Renfrewshire	Port Glasgow Estate	*	17,391	12	Available now
Roxburghshire	Kelso	*	10,000	—	To be built
Stirlingshire	Falkirk Estate	(1)*	27,500	—	To be built
		(2)*	41,673	14	To be built
	Kilsyth Estate	*	12,720	12	Being built
Wigtownshire	Stranraer	*	12,677	12½	Available now

Investment grants: leasing to Northern Ireland

UNDER THE Industrial Development (Eligible Assets) Order, 1967, which was laid before Parliament on March 14, the Board of Trade may make investment grants to lessors in Great Britain in relation to machinery or plant, computers and hover vehicles hired out to persons carrying on business in Northern Ireland, as if Northern Ireland were a development area in Great Britain.

This Order, which came into operation on March 15, is subject to Affirmative Resolution of both Houses of Parliament.

The Northern Ireland Government have made a similar Order under their legislation, empowering the Ministry of Commerce to make grants to lessors in Northern Ireland on assets leased to Great Britain.

Copies of the Order (SI 1967 No. 339) can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 5d. or 8d. by post).

Notes:

Under Part I of the Industrial Development Act, 1966, the Board of Trade may normally make grants only for assets used in businesses in Great Britain. Grants are normally made to the lessor if the lessee would have qualified if he had bought the asset, and at the appropriate rate. For example, if the lessee is going to use machinery in a development area for at least three years, the rate of grant is 40 per cent, or 45 per cent if the expenditure is incurred in 1967 or 1968.

Northern Ireland has its own legislation, the Industrial Investment (General Assistance) Act (Northern Ireland), 1966, under which the Ministry of Commerce makes similar grants for assets used in businesses in Northern Ireland.

If these Orders had not been made, assets leased across the water would have failed to qualify for grant under either system. It was to avoid this anomaly that the President moved an Amendment at the Report Stage of the Industrial Development Bill on July 19, 1966, which is now Section 7(2) of the Act, making provision for these reciprocal arrangements with Northern Ireland to be made.

New headquarters for Liverpool Chamber of Commerce

THE LIVERPOOL Chamber of Commerce and Industry is now in new headquarters at No. 1 Old Hall Street in the business centre of Liverpool. The new offices were formally opened on March 8 by Lord Cole, chairman of Unilever Limited, whose directors gave the furnishings and decoration of the council room in recognition of long and close relationship with Merseyside Industry and Commerce.

The Liverpool Chamber, with 1,800 members, is said to be one of the largest in the United Kingdom. Last October the Chamber sent an export selling group to the Middle East, and encouraged by the success of the venture, is now arranging for another selling group to visit East Africa this autumn. The Chamber envisages the formation of a Merseyside and District Chamber of Commerce and Industry and is actively engaged with the neighbouring Chambers in drafting a constitution for a regional body which it is hoped will be functioning early in 1968.

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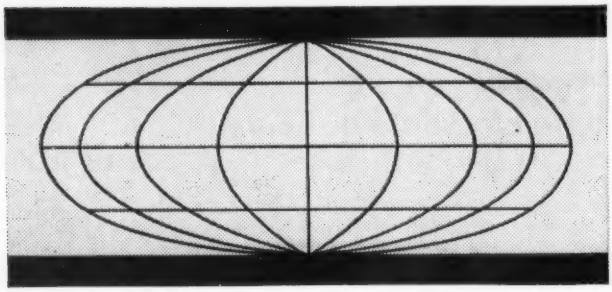

ARE YOU UP-TO-DATE ON TRADING CONDITIONS IN FRANCE? —AND PAKISTAN?

This month's reports on these two countries (and reports also on Belgium, Switzerland, Canada, India, Morocco, Peru and the United Arab Republic) are the most recent of the concise Barclays Intelligence Reports on conditions abroad. They cover 70 countries, and are brought up-to-date every six months. To obtain copies of any of them simply apply to the nearest branch of the bank or get in touch with any of our specialised Foreign Branches.

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Monopolies Commission: appointment of a new member

SIR HARRY DOUGLASS has been appointed a part-time member of the Monopolies Commission by the President of the Board of Trade.

The appointment has been made for an initial period of three years.

Note:

Sir Harry Douglass, who is 65 years of age, recently retired after 14 years as General Secretary of the Iron and Steel Trades Confederation. He is this year's Chairman of the General Council of the Trades Union Congress and is Chairman of the TUC Economic Committee.

ECGD backs £5 million contract for Mexico

THE EXPORT CREDITS Guarantee Department have signed a financial guarantee covering the sale to Petroleos Mexicanos in Mexico of two polyethylene plants incorporating compressors and two refrigerated tankers with a carrying capacity of 2,000 tons each worth altogether £5 million.

Simon Carves Ltd. will arrange the supply of the polyethylene plants; the source of supply for the tankers is under consideration.

The loan of over £3 million is being made to the buyer by Baring Brothers & Co. Ltd., Barclays Bank Ltd., Lloyds Bank Ltd. and Midland Bank Ltd., and is repayable over 15 years from the date of signing.

Marine inquiry—'St. Finbarr'

IN REPLY to a question in Parliament on March 8, Mr. Douglas Jay, President of the Board of Trade, announced that he had decided that a public formal investigation should be held into the circumstances of the fire on board the Hull freezer trawler 'St. Finbarr' which resulted in the death of 12 members of her crew and the subsequent sinking of the vessel while being towed to St. John's, Newfoundland.

The date and place of the public hearings will be announced in due course.

Trade mission to Middle East

A 15-MAN London Chamber of Commerce mission will leave London on April 7 for a four-week tour of Abu Dhabi, Muscat, Saudi Arabia and Jordan. The mission, which has been organized in conjunction with the Board of Trade and the British National Export Council, will be led by Lord Glentworth, chief executive of Kleinwort, Benson.

In an extensive programme of meetings with Ministers, Government officials and businessmen, arranged by the resident British commercial representatives, the mission will not only be trying to sell British goods but investigating ways and means for British industry to participate in the development programmes being planned in the four countries.

The mission has a strong emphasis on capital goods and services including engineering, electronics, building and transport equipment, construction, shipping, banking and export finance. Consumer goods represented include pharmaceuticals and medical supplies, and foodstuffs.

Anglo-Canadian Ministerial Committee

THE BOARD OF TRADE announce that it has been agreed that the first meeting of the Anglo-Canadian Ministerial Committee on Trade and Economic Matters, the formation of which was announced last June, will take place in London on April 19 and 20.

A top-level delegation of Rumanian scientists spent two days in early March visiting English Electric Leo Marconi in London and Marconi at Chelmsford for a series of talks and discussions on advanced computer applications and English Electric Leo Marconi's System 4 range. The photograph shows one of the delegation, Mr. V. Toma (right), computer manager of the Rumanian Institute of Atomic Physics, during a tour of the EELM Bureau in London.

Selling design abroad

EXPORTING industrial design services is the aim of a promotion carried out in the Netherlands by Allied Industrial Designers, the British Design Group.

About 75 to 100 Dutch senior executives of commerce and industry attended a reception held at the Amsterdam Hilton on March 14 at which the principal guest was HE Sir Peter Garran, British Ambassador in the Netherlands. They were shown a series of slides accompanied by appropriate sound effects and a commentary in Dutch which stressed the need for good design in selling in increasingly competitive conditions and which showed some examples of the British Design Group's work in product and packaging design.

At a preview in London of the presentation, Mr. James Pilditch, chairman of Allied Industrial Designers, said that in the past three years Allied's design exports had increased sixfold, and now approximately a fifth of their work was done for companies outside the United Kingdom. Mr. Pilditch praised the active help of the commercial departments of British Embassies in his group's drive to export more and to create an international design organization. 'It is hard to overstate the thoroughness and very practical willingness to help of the British Embassy in The Hague,' he said. 'With our reception in the Amsterdam Hilton we expect to make a strong impact and are ready to follow up quickly after the event. It would be very nearly impossible for a firm our size to make this kind of drive without the help already given by the Embassy.'

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interests to trade and industry.

WEDNESDAY, MARCH 8

Imports of Rhodesian tobacco

Asked what plans the Government had for replacing imports of Rhodesian tobacco with supplies from elsewhere, Mr. George Darling, Minister of State, Board of Trade, said that manufacturers were free to import from any source other than Rhodesia and had not expressed any fear of being unable to obtain adequate supplies.

Textile imports from Malta

Answering a question on how the decrease in textile imports from Malta in 1966 compared with changes in the level of such imports from other Commonwealth countries; and what consideration had been given to an increase in order to assist Malta in her present difficulties, Mr. George Darling said that Maltese exports of cotton textiles, in common with those of most other Commonwealth countries, were included in the global quota. Within this quota she had done better than some and worse than others, the position varying as between different types of goods.

Safety of fishing vessels

Mr. Douglas Jay, President of the Board of Trade, was asked what progress he was making in revising Section 4 of the Merchant Shipping Act, 1894 dealing with safety at sea of fishing vessels; and with what other Government departments he was co-operating. He replied that a memorandum about revision of Part IV and other provisions of the Merchant Shipping Acts affecting the conditions of service at sea of fishermen had been circulated to some 30 organizations and unions in the fishing industry. To date 18 had commented upon it, and replies from the other organizations were awaited. The Board was also in consultation with the fisheries departments and with the Ministry of Labour.

Imports of cotton goods from Portugal

A member asked if the President was aware that imports of cotton piece-goods from Portugal in the month of January 1967 were equal to 30 per cent of cotton piece-goods imports from Portugal for the whole of 1966, and equal to 66 per cent of the total for the whole of 1965; and whether he would hasten action to deal with this damaging situation. The President said: 'I know that Portuguese imports rose sharply after the removal of the Temporary Import Charge. But following discussions which I have recently had with the Portuguese, I have every reason to expect that the rate of Portuguese exports to this country this year will be substantially below that of recent months.'

Answering a further question, to the effect that the Portuguese cotton industry was placed in an unfairly advantageous position in competition with Lancashire by its exemption from taxes and the granting of other incentives under a law passed in 1963, by large imports of raw cotton from Mozambique at under world prices, and by the low wages paid to Portuguese cotton workers; and if he would make a further statement on the results of his representations to Portugal on this matter, the President said that the Portuguese authorities stated that they operated a price equalization system to ensure that exporters of cotton textiles did not pay more than world market prices for raw cotton from the Portuguese overseas territories. An EFTA Working Party on Government Aids was studying this.

Textile Imports Commission

A member asked if the President was aware that imports of cotton and man-made fibre cloths in January 1967 were the highest on records; and if he would hasten steps to establish a textiles imports commission or committee. The President said: 'The announcement in May last year of the removal of the Temporary Import Charge in November resulted in a steady decline in textile imports up to that month and a rise thereafter. Imports in the three months to January 1967 were in fact nearly 40 million sq. yds. less than in the first three months of 1966.' (*See also page* 701).

Industrial development in Bristol

Asked what industrial development certificates had been issued in the Bristol, Northwest, constituency in the past five years, Mr. George Darling replied that in the employment exchange areas approximating most nearly to the constituency – Bristol, Avonmouth and Westbury-on-Trym – 105 for a total floor space of 2.6 million sq. ft.

Insurance companies

Answering a member who asked if the President would seek powers to require insurance companies to register details of their reinsurance arrangements and also proof of their net free assets and investments, Mr. George Darling said that the Companies Bill would enable the Board of Trade to require from insurance companies information on these matters.

THURSDAY, MARCH 9

Investment grants for launderers

A member stated that the exclusion of British launderers and cleaners from investment grants was retarding their modernization plans, was so reducing their profits that their employees on profit-sharing agreements were suffering and that some laundries were paying out in selective employment tax more than their profits; and asked if steps would be taken to alleviate the situation. Mr. George Darling said: 'The investment grant scheme was designed to concentrate available resources on assistance to the manufacturing, extractive and construction industries, whose growth and efficiency can contribute most to the improvement of our economic position. It would be inconsistent with this objective to apply these grants also to service industries. Expenditure on new plant and machinery used by service industries does however benefit from the increase, from 10 per cent to 30 per cent, in the initial allowance for taxation.'

FRIDAY, MARCH 10

Eurocontrol organization

Asked if he would make a statement on the activities of the European Organization for the Safety of Air Navigation, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that copies of the Third Annual Report of the Eurocontrol Organization, summarizing its activities during 1965, had been placed in the Library of the House.

MONDAY, MARCH 13

Castings for shipbuilding

The President was asked to what extent steel and iron castings for the shipbuilding industry were imported into this country; and how prices compared with those manufactured in the United Kingdom. Mr. George Darling replied, saying that it was not possible to distinguish imports of these items for particular industries in the import statistics; information of comparative prices was not available.

Cost of investment grants

Asked what he estimated would be the cost to the Exchequer of investment grants for 1967-68, Mr. Douglas Jay said: 'As I said in a reply on March 6, £166 million is the estimate in the Vote on Account.'

Fertilizer price increases

Had the President received the report of the National Board for Prices and Incomes on the prices of compound fertilizers, a member asked. Mr. Douglas Jay replied. The report on the reference made to the Board was published that day, he said. In the light of its conclusion that a price increase of up to 6 per cent for fertilizers, other than straight nitrogenous fertilizers, was justified against the criteria for price increases during the period of severe restraint, the Board did not wish to object to the increases of this order being made by the manufacturers.

'A TOUCH OF QUALITY'

This scene at Newport Docks is a still taken from Richard Thomas & Baldwins Limited's latest film 'A Touch of Quality'. Last year RTB's export sales totalled more than £36 million, and the film was made to help them maintain close direct links with their overseas customers. The film shows something of the Quality Control Organization at their Spencer Works and demonstrates the work of the computer system. 'A Touch of Quality' is available free from Richard Thomas & Baldwins.

New Books

Report of the Tripartite Economic Survey of the Eastern Caribbean. Ministry of Overseas Development. (279 pages. 50s., by post 51s., from HMSO and Government bookshops). The Mission, which was sponsored by the governments of Great Britain, Canada and the United States of America, visited the Eastern Caribbean islands in January to April 1966; and its report, which was completed last June, is now being made available to the public. The Mission was appointed to carry out an economic survey of the following islands: Antigua, St. Kitts, Montserrat, Barbados, Grenada, St. Lucia, St. Vincent and Dominica, with the aim of formulating plans for the achievement of economic viability, and of suggesting priorities for the next five years. The eight islands have many problems in common, being all densely populated, with land, capital and skills in short supply. The economies of all are heavily export orientated and dominated by export agriculture – mainly sugar and bananas. The report concentrates on identifying the obstacles to economic growth in the islands, and the priorities in terms of expenditures and policies required to remove them. After some introductory remarks on the growth problem, a series of chapters deals with the factors which the Mission found to be common to all or most of the islands as restraints on the pace of economic progress. These include the factors restricting the development of tourism; the problems of agriculture, forestry and fisheries; marketing problems; restraints on industrial growth; difficulties in obtaining finance; weaknesses in public administration; and the shortcomings of the educational systems. The next part of the report deals with the individual problems of each of the eight territories in turn. The procedure here is to examine the possibilities for growth in the main sectors of the island economy and, where these possibilities are significant, to show what must be done to realize them. At the end of each island section the projects in its Development Plan are examined and classified under three headings. Category A projects are those specifically required to support and stimulate growth in sectors which have significant potential: category B projects cannot be identified directly with the growth of any particular sector, but would generally support and further economic growth; while category X projects, mainly in the fields of social welfare, public utilities and administration, are ones for which there are varying degrees of social and political, rather than economic, urgency. This classification reflects the development strategy recommended by the report; i.e., that priority should be given in the next five years to building up the growth sectors in the economies. The final part of the report examines the possibilities of economic co-operation among the islands; recommends development services which could be planned and administered most effectively and economically on a regional basis; and makes a case for a Regional Development Agency with a technical and commercial services division and a development bank division.

World Economic Survey, 1965. United Nations Department of Economic and Social Affairs. (210 pages. 34s., by post 35s. 6d., from HMSO and Government bookshops). Continuing a now well established pattern, the latest annual comprehensive review of world economic conditions published by the United Nations consists of two parts – a long-term study and a current review. The subject of the long-term study this year is the financing of economic development. This has been a matter of long-standing concern in various United Nations bodies, where attention has been focused in recent years on the slow progress towards the targets of the Development Decade. The study, after an introduction which provides a summary and a perspective, discusses the problem of increasing the volume of savings available to the developing countries; examines the volume and form of the transfer of resources from developed market economies, referring particularly to tied loans and their consequences; reviews the volume, terms and conditions of aid provided by centrally planned economies, and describes new tendencies in their aid policies; and traces the history of the international interest in the transfer of resources to developing countries, both at the operational level through multilateral agencies and at the level of policy formulation. In this section there is a useful tabulation giving essential information on 19 international agencies through which resources are transferred to developing countries. The salient features of the current situation of the world economy, covering the events of 1965 and early 1966, are dealt with in the second part of the survey, which also includes a statistical annex of 40 tables.

Wheatcroft on Capital Gains Taxes, by G. S. A. Wheatcroft and A. E. W. Park. (671 pages. Sweet & Maxwell and W. Green & Son, £5 17s. 6d.). The authors have set out to provide a comprehensive work on the new and extremely complicated branch of law relating to the taxation of capital gains. The short-term gains tax, under Case VII of Schedule D, was introduced by the Finance Act of 1962. The Capital Gains Tax proper on individuals was introduced by the 1965 Finance Act, and was applied to companies under the new corporation tax introduced at the same time. The two taxes are studied side by side in the present work, in the context of other taxing provisions. The first 17 chapters cover the conditions under which tax liability or loss allowance arises, in terms of the three essential elements – disposal, person and asset. When discussing each element the similarities and differences between the two taxes are shown in each chapter. The remainder of the book deals with the ascertainment of the tax liability or loss allowance. The relevant statutory provisions are reprinted in an appendix. The book states the law as at August 1, 1966; the regulations which have now been made by the Inland Revenue, and the relevant provisions of the Land Commission Act, are to be dealt with in the first supplement.

Planning for Profits, by Douglas Garbutt. (103 pages. Gee & Co., 30s.) Intended particularly for the manager in the smaller firm, this book outlines a simple system which can give effective profit planning. With this system, it is claimed, the manager can fix fair and accurate prices, and can decide which orders offer him most profit and which least. The principles advocated are those of marginal or direct costing which, with a system of simple charts can offer a flexible basis for profit planning. Following the theoretical exposition there are a programmed exercise in using profit planning and a detailed account of the problems encountered in applying the system to a small clothing firm.

Trade and Technical PR Planner '67. (207 pages. Trade & Technical Clipping Service, Hale House, 290-296 Green Lanes, London, N.3, 115s. Purchasers receive quarterly revision supplements). The first edition of this guide to the editorial content of British trade and technical journals, which had the title *Trade & Technical Media Planner 1966*, was reviewed in the *Board of Trade Journal* on March 18, 1966, page 593. This new edition is generally comparable in terms of coverage, but incorporates a number of new features and some additional information. These include the provision of editors' names in most entries, and publishers where appropriate; a list of publications which have ceased publication or changed their title since the previous issue; and a new section listing every daily newspaper in the United Kingdom, and naming their business, city, news and women's page editors, and industrial and motoring correspondents. The list of journals excluded from the 1966 edition has disappeared, but some of the titles in that list are now featured in the new edition.

Fisheries in EFTA. (37 pages. Free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1). This study collects statistics, mainly for the period 1948 to 1965, of production, trade and consumption for the EFTA countries including Finland. A general section is followed by detailed country analyses which include outlines of the policies pursued in support of the national fishing industry.

A Time to Train: An Account of Experience Gained by RTB, at its Spencer Works. Written by a team led by O. W. Reynolds and John Baker. (246 pages. Pergamon Press, 25s.). On the decision being taken by Richard Thomas & Baldwins Ltd. to build a new integrated steel works, using a new process, a team of education and training officers were charged with preparing themselves to train those who would later operate the plant. This volume recounts the experience gained in this mammoth venture.

Elliott-Automation Limited issue a series of pamphlets entitled *Automation in Action*, describing case studies of successful applications of automation techniques. The most recent issue is entitled **Moving Storage.** (8 pages. Available free from Elliott-Automation Ltd., 34 Portland Place, London, W.1) and outlines the system evolved to cope with a particular problem of the storage and despatch of 150 lines of goods, some perishable, in a variety of weights.

Other publications

BRITISH TRACTORS AND FARM MACHINERY. The Green Book. Volume 16 – No. 34 1967. 278 pages. Norman Kark Publications Ltd., 77 Brook Street, London, W.1. The annual subscription of £3 covers the annual volume and the summer supplement.

MANAGEMENT CONSULTANTS ASSOCIATION MEMBERSHIP AND SERVICES. 11 pages. Management Consultants Association, 23-24 Cromwell Place, London, S.W.7. Free. (This handbook explains the scope and nature of management consultancy services, and the professional standards of the Association; and contains a list of the Association's member firms).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Government sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Mar. 30 & 31	**Plant and equipment, miscellaneous stores** .	**Ordnance Depots in Southern Countries** .	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211.)**

Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.

Fork lift trucks; generating sets; electric motors; welding and cutting equipment; receivers; transformers; projectors and spares; theodolites; telescopes; binoculars; tools; aluminium lockers; various lamps; MT spares; water pumps; footwear; furniture; lifting blocks and tackle; blankets; sheets; mattresses; clothing, including greatcoats; raincoats; trousers; blouses; khaki drill; shirts; underwear; jerkins, etc., and a large selection of miscellaneous stores.

April 4 to 7 .	**Private and commercial vehicles, heavy machinery.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Saloons, limousines and estate cars; Landrovers; coaches (5 to 36 seaters); vehicle mounted fire fighting units; mobile cranes; Caterpillar 'D8' tractors; International half tracks; Diamond 'T' tractors; AEC 'Matadors'; Scammell heavy duty and breakdown vehicles; Thorneycroft tractors fitted 5th-wheel coupling; Leyland 'Hippos'; Albion 20-ton trucks; Rubery Owen 10-ton semi-trailers; low loading, light recovery, office and other trailers (10 cwt. to 20 tons); petrol tankers (100 to 2,500 gallons); motor cycles; plant spares by Bray, Caterpillar, Coles, Neals and Newton Chambers.

April 14 .	**Miscellaneous equipment and stores** . .	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)**

Steam cleaning plant; snow plough and road gritters; Coventry Climax fork lift truck and fire pump; machine tools; charging, generating and welding sets; electronic equipment; MT spares; wireless spares; 6v and 12v batteries; hydraulic, screw and trolley jacks; extending ladders; clothing; footwear; blankets; ground sheets; webbing equipment; furniture; bedding; kitchen equipment; carpets, etc.

April 18 .	**Machine tools, industrial equipment, textiles, miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 20898.)**

Grinding machines; folding and sawing machines; compressors; fork lift trucks; electric truck; electric welding and spot welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity roller; extending ladders; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; theodolites; clocks; workshop equipment; MT spares; tool kits; electric, wireless and signal equipment; ironmongery and household items; textiles including canvas, tents, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment, wood boxes; clothing including greatcoats, battle dress, raincoats, jerkins, shirts, vests, drawers, boots and shoes; furniture including folding chairs and forms, dining chairs and tables, wardrobes and numerous other items of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Vertical and horizontal borers; broaching machine; pillar and radial drills; universal tool and cutter and thread grinders; turret, capstan and centre lathes; universal miller; die sinking machine; presses; planer; steam, pneumatic and drop hammers; plate bending and straightening rolls; welding, cutting and sheet-metal working machines; portable drills and grinders. Located at Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18. Tender Forms obtainable from Ministry of Defence (AD), Sales 4 b ii (A), Room 420, First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m., April 6, 1967.

By Direction of the Secretary of State for Defence. Highly important sale being the major portion of the former Royal Air Force Station, **HIGH ERCALL, NEAR WELLINGTON, SALOP.** Briefly comprising: **Lot 1. Head Quarters Site** – Area 32 acres. Comprehensively equipped with well maintained brick buildings, and 'B', 'J' and 'K' Type Hangars. **Lot 2. Sub Site** – Area 8½ acres. With two 'K' Type Hangars. **Lot 3. Sub Site** – Area 12 acres. With two 'Lamella' Hangars. **Lot 4. Sub Site** – Area 23½ acres. With three 'Lamella' Hangars. **Lot 5. Sub Site** – Area 22½ acres. With three 'Lamella' Hangars. **Lots 6, 7, 8 and 9. Part of the main Airfield** – Area 218 acres.

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To be sold by Auction, as lotted, by **HENRY MANLEY AND SONS, LIMITED,** at The Morris Hall, Bellstone, Shrewsbury, on **FRIDAY, APRIL 7, 1967,** at 2.30 p.m. (Subject to Conditions). Particulars and Plans from the Auctioneers' Offices, 29 High Street, Whitchurch, Shropshire. (Tel. 2541/2); Crewe, Nantwich, and Wembley.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966		133*				109		126*	162*				+149*	— 1*	+ 6
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	163	182	171	+102	+105	+20	—15
4th quarter		130*				109		121*	155*				+ 12*	— 5*	—24
1966															
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November		129*				109									
December		131*				109									
1967															
January						109									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966	152*	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter	152*	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	163	
1966													
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155*	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	152*	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January			139·2	+3·6	112·4*	133·6	170·9	454	191				
February					112·2*	133·6*		454	188		172	174	

*Provisional. †Not seasonally adjusted.

NO BUBBLES IN THE NORTH SEA

This is the North Sea. And right from the start one thing is clear. There is no South Sea Bubble about the drilling going on in the North Sea. There is a large quantity of natural gas beneath it.
A pipeline has already been laid. It comes out of the sea near this beach and soon will be carrying the natural gas into Britain. This could become the most important development in British economic history since the Industrial Revolution. It is already clear that there is more than enough natural gas under the North Sea to supply the nation's entire gas demands at their present level.

In the North Sea, Britain might have a new source of indigenous energy cheap and abundant enough to bring about a great improvement in the Balance of Payments, increase the competitiveness of our industry and revolutionise the comfort of our domestic life.

The North Sea will also complete the gas industry's own revolution. Invaluable experience in natural gas transmission has already been gained from the successful importation of Saharan methane. And the planning of a national distribution system for the new North Sea gas age is now well under way. In appliance research and development, too, the gas industry has been busily anticipating the changes that will be required.
When the natural gas beneath the North Sea starts to flow into Britain, the gas industry will be ready to make the most of it—ready for . . . .

. . . the new age of High Speed Gas

United Kingdom trade in February

Commenting on the trade figures for February, on March 14, Mr. Douglas Jay, President of the Board of Trade, said:

'Exports in the last three months have been running at 20 per cent above the level of the last three months of 1964. In the first two months of this year our visible trade has been very near to a balance, something very rarely recorded in our history. Imports, however, after the end of the surcharge, must be expected to rise; and continuing strength in exports is clearly needed if we are to achieve a balance of payments surplus.'

Summary

EXPORTS HAVE BEEN growing appreciably in recent months. Imports fell back in February, but the distortions in the past few months arising from the removal of the import charge make the trend uncertain. Over the period October to February (which includes the two months before the charge was lifted) imports averaged about 2 per cent less than the rate in January to September last year.

Trade Balance

The trade balance showed a deficit in February of £3 million, seasonally adjusted. The underlying trend continues to be difficult to assess, owing to the irregularities in the import figures. Over the last three months, however, despite the higher level of imports, the trade deficit averaged no more than £7 million a month.

TABLE I (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964.	368	475	13	—45
1965.	394	479	14	—22
1966.	420	496	16	—11
1965 1st quarter	384	457	13	—12
2nd quarter	381	484	13	—41
3rd quarter	399	487	15	—25
4th quarter	412	489	16	—11
1966 1st quarter	416	507	16	—25
2nd quarter	395	495	16	—35
3rd quarter	426	513	16	—23
4th quarter	444	470	17	+37
September	429	490	15	— 3
October	444	474	18	+39
November	461	433	16	+85
December	427	503	16	—12
1967 January	471	550	18	— 7*
February*	453	522	15	— 3*
1966 Sept.—Nov.	445	466	16	+40
December 1966—February 1967*	451	525	16	— 7*

*Provisional estimates.

TABLE 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
December	434·6	500·3	16·2
1967 January	450·7	579·7	16·2
February*	438·6	487·6	13·3

*Provisional estimates.
†Revised estimates.

Exports

Exports in February were £453 million, seasonally adjusted. The average over the last three months was £451 million, 1½ per cent higher than in the previous three months (when the figures still included some shipments delayed by the seamen's strike) and 8 per cent above the level a year earlier.

Exports to the sterling area have shown a fairly widespread recovery in recent months from their low levels in the middle of last year. They were 6 per cent more in the latest three months than in the preceding three months. The high level of shipments to Western Europe, and particularly to EFTA, in February was a further indication of a recovery in exports to this area. Exports to North America have varied considerably in recent months. Shipments to Canada were 3 per cent higher in December to February than in the previous three months, but exports to the United States fell back, owing to a decline in deliveries of aircraft.

Exports of chemicals and metals have continued to rise in recent months, and there have been signs of a recovery in shipments of road motor vehicles. Machinery exports have changed little after the rise in the autumn of last year, but have been some 9 per cent above the rate a year earlier. Exports of food, beverages and tobacco have increased sharply, partly reflecting a high level of shipments of barley. Exports of fuels have also increased, the February figure being particularly high.

Imports

Imports in February, at £522 million, seasonally adjusted, showed a fall from the high figure in January. There were considerable reductions in the categories of goods affected by the import charge, but it is not yet clear whether the initial effects of the lifting of the charge have fully worked through. Taking the figures for the last five months together, imports averaged £496 million compared with £505 million during the first nine months of last year. Some of this reduction was in imports not affected by the charge; but some of the categories of mainly chargeable goods have also been lower. Imports of chemicals (which were generally subject to the charge) were on average 4 per cent lower over the last five months, compared with the first nine months of last year, and other semi-manufactures were 5 per cent lower. Imports of finished manufactures, however, increased by about 3 per cent. Among non-chargeable imports, basic materials fell by 7 per cent and there was little change in arrivals of food, beverages and tobacco; but imports of fuels were 4 per cent higher.

NOTES:

(*a*) *Trade balance*

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(*b*) *Seasonal adjustments*

The seasonally adjusted figures are amended periodically, and the values shown in the tables incorporate some revisions made to figures previously published.

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WHOLESALE PRICE INDEX NUMBERS

Small increase in prices of materials

PRICES OF MATERIALS and fuel used in manufacturing industry rose again slightly in February to give an average level for the first two months of the year marginally above that for the fourth quarter of last year. This slight upward movement was due entirely to an increase in the index for the food sector which, on average for January and February, has risen by 2 per cent compared with the fourth quarter of last year. The provisional index for the non-food sector edged down slightly in February to give an average level for the first two months of the year of about ½ per cent lower than that for the previous quarter and over 1 per cent lower than in the first quarter of 1966.

Output prices of home market sales of all manufactured products edged up again in February. This rise is attributable to the food sector which, on average for January and February, is over 1 per cent higher than in the fourth quarter of 1966. Prices of non-food manufactured products were much the same as in the fourth quarter and marginally lower than in the third quarter.

Materials and fuel used in broad sectors of industry

The provisional index for materials and fuel used in the food industries rose by over 1 per cent in February, compared with the previous month, mainly a reflection of increased prices for imported sugar and home grown beet and, to a lesser extent, for imported cocoa. In the non-food sector the provisional index numbers for materials and fuel used in the mechanical and electrical engineering industries eased back slightly in February as a result of lower prices for copper and brass. Apart from a very small upward movement in the index for the chemicals industry, the index numbers for all the other broad groups of manufacturing industries remained unchanged from the previous month. On average for January and February all the non-food index numbers showed some easing back from the levels recorded for the fourth quarter of 1966. The index numbers for construction and house building materials were unchanged in February compared with the previous month at a level marginally below that of the fourth quarter 1966.

Output of broad sectors of industry

The further small rise in February in the provisional index for the output of the food manufacturing industries was a reflection of increased prices for bread and flour confectionery and for sugar, offset to a limited extent by lower prices for bacon products. In the non-food sector there was little or no change in the provisional index numbers for each of the individual sectors, either on a month to month basis or when comparing the average for January and February with the fourth quarter of 1966.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1966							1967	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·1	110·2	112·4	111·1	110·0	110·4	112·6	110·9	109·7	110·0	110·1	110·0	110·2*	110·4*
	Basic materials	103·5	105·8	107·3	105·8	104·3	105·9	107·5	105·5	104·2	104·4	104·4	104·2	104·5*	104·8*
	Fuel	143·4	144·1	151·4	151·9	153·9	144·5	151·8	152·0	152·0	153·6	154·1	154·1	154·1*	154·1*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	111·5	113·7	116·8	114·6	113·0	114·1	116·7	114·2	112·8	113·3	113·3	112·4	112·4*	112·2*
	Basic materials other than fuel	106·0	108·3	110·7	108·0	105·8	108·8	110·6	107·6	105·9	106·2	106·1	105·1	105·2*	104·9*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·0	103·9	103·7	104·4	104·0	103·5	104·6	104·6	104·0	103·6	103·6	104·8	105·5*	106·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	117·1	117·3	117·7	116·7	117·4	117·9	117·9	117·3	117·1	116·5	116·4	116·1*	116·2*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	142·5	146·6	151·8	149·5	149·1	147·1	152·5	148·6	147·2	149·1	149·5	148·8	148·9*	148·6*
	Materials and fuel used in the electrical machinery industry.	133·8	139·0	146·6	144·2	142·2	139·7	148·6	143·1	140·8	142·2	142·6	141·8	142·0*	141·4*
Order X	Materials and fuel used in the textile industries	96·3	96·6	98·8	97·6	95·1	96·3	98·8	97·8	96·4	95·2	95·0	95·0	94·6*	94·6*
Order XIV	Materials and fuel used in the timber industries	120·6	121·0	122·0	122·7	122·8	121·0	122·6	122·7	122·8	122·8	122·9	122·6	122·5*	122·5*
Order XV	Materials and fuel used in the paper industries	113·3	113·2	114·7	§114·9	114·8	113·2	114·9	§115·0	§114·9	§115·0	§115·3	114·1	113·9*	113·9*
Order XVII	Construction materials	131·4	131·9	134·1	134·3	133·8	131·9	134·6	134·2	134·0	134·0	133·8	133·7	133·6*	133·6*
Part of Order XVII	House building materials	132·6	133·3	135·0	135·2	134·9	133·2	135·6	135·1	134·8	134·9	134·9	134·8	134·7*	134·7*

*Provisional figure. § Revised figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1966							1967	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	All manufactured products: Total sales	129·7	130·9	132·3	133·0	133·1	131·0	132·8	133·2	133·0	133·0	133·1	133·3	133·4*	133·5*
	Home market sales	130·9	131·8	133·1	134·0	134·0	131·8	133·8	134·1	134·0	133·9	133·9	134·1	134·2*	134·3*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	129·3	130·5	132·2	132·8	132·8	130·6	132·9	132·9	132·8	132·7	132·8	133·0	133·0*	133·0*
	Home market sales	130·5	131·4	133·1	133·8	133·5	131·3	133·8	133·8	133·8	133·5	133·5	133·5	133·6*	133·6*
211 to 229	Products of the food manufacturing industries: Home market sales	121·1	122·3	123·3	123·6	123·7	122·5	123·9	123·6	123·3	123·6	123·5	124·1	125·0*	125·4*
263 to 277	Chemicals and allied industries: Total sales	108·0	108·9	109·0	109·2	108·8	109·0	109·2	109·3	109·1	109·1	108·5	108·7	108·6*	108·7*
	Home market sales	109·2	109·9	109·8	110·2	110·0	110·0	110·1	110·3	110·2	110·1	109·9	110·0	109·9*	110·0*
311 and 312	Iron and steel industries: Total sales	132·1	132·5	136·0	136·6	136·2	132·6	136·6	136·7	136·4	136·1	136·0	136·4	136·4*	136·4*
	Home market sales	137·1	137·2	141·6	142·1	142·0	137·2	142·0	142·1	142·1	142·0	142·0	142·0	142·1*	142·1*
Orders VI to IX	Engineering and allied industries: Total sales	133·8	135·2	137·9	138·8	138·7	134·9	138·8	138·8	138·8	138·4	138·8	139·0	139·1*	139·1*
	Home market sales	133·0	134·3	136·8	137·7	137·1	134·2	137·9	137·6	137·4	137·1	137·1	137·1	137·2*	137·2*
Order X	Textile industries other than clothing: Total sales	112·0	112·9	113·6	113·9	113·7	112·8	113·9	114·2	113·6	113·6	113·6	113·7	113·4*	113·4*
	Home market sales	111·0	111·4	112·1	112·6	112·0	111·3	112·6	112·7	112·6	112·3	112·1	111·8	111·7*	111·6*
Order XII	Clothing and footwear: Home market sales	116·3	117·3	118·9	119·9	120·2	117·3	119·8	120·0	120·0	120·1	120·1	120·2	120·3*	120·2*
Order XIV	Timber industries: Home market sales	123·5	124·3	125·0	125·6	125·7	124·3	125·4	125·6	125·7	125·8	125·7	125·6	125·6*	125·6*
481 to 483	Paper industries: Home market sales	119·0	119·9	120·4	120·6	120·6	120·0	120·5	120·5	120·6	120·6	120·6	120·5	120·6*	120·5*
Order XVI	New construction‡	136	139	140	140					140					

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

3 (a). Commodities produced in the United Kingdom—1954=100.

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967.

(monthly averages)

	1966			1967	
	Feb.	Aug.	Dec.	Jan.	Feb.
Coal†	159·6	169·6	174·3	174·3*	174·3*
Slates‡	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·8	110·8	110·8*
Flour	117·3	120·5	120·5	123·6	125·9
Sugar, refined	112·2	108·5	111·5	110·9	113·9
Chocolate and sugar confectionery	111·1	110·7	111·3	112·2*	112·2*
Beer	128·0	136·3	136·4	136·5	136·5*
Tobacco and cigarettes	154·6	154·6	154·6	154·5*	154·3*
Hard coke	177·2	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	131·5	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	140·8	140·8	140·8	140·8
Lubricating oils and greases	130·0	131·9	131·3	131·2	131·2
General chemicals	101·9	104·1	104·0	103·6*	103·6*
Pharmaceutical chemicals	62·7	57·8	57·5	57·1	57·2*
Pharmaceutical preparations	102·9	103·2	103·2	103·2*	103·2*
Toilet preparations	144·4	148·7	148·7	148·7*	148·7*
Paint for building and decorating	116·1	116·8	116·8	116·8*	116·8*
Soap	154·7	155·0	154·9	154·8*	154·8*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·5	74·6	74·4	74·4*	74·3*
Steel sheets	135·2	137·9	137·9	137·9	137·9
Tinplate	127·2	131·7	130·5	129·8	129·8
Other steel goods (excluding tubes)	136·7	141·5	141·6	141·6*	141·6*
Steel tubes	144·2	151·7	151·7	151·8	151·9
Iron castings	151·6	155·9	156·2	156·2*	156·2*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·9	151·8
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	152·8	152·8	152·8	152·8
Forgings	138·3	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	225·6	160·1	168·6	170·3	166·2
Photographic paper and films, etc.	126·1	126·4	125·7	125·7	125·7
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·8	146·5	147·6	147·6*	147·6*
Gramophone records	138·5	146·5	146·5	146·5	146·5
Domestic electrical appliances	102·2	103·4	103·5	103·5*	103·5*
Perambulators, etc.	130·5	130·7	130·7	131·3*	131·3*
Tools and implements	153·9	156·4	156·9	157·1*	157·1*

	1966			1967	
	Feb.	Aug.	Dec.	Jan.	Feb.
Cutlery	136·1	139·3	140·0	140·0*	140·0*
Cutlery (other than razors and razor blades)	140·8	149·1	151·2	151·2	151·2
Spoons and forks	159·2	168·2	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	167·1	171·2	171·2	176·3*	176·3*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	98·1	99·6	98·3	98·4	98·6
Spun rayon yarn	104·1	102·8	102·7	102·2	102·2*
Irish linen yarns (wetspun)	126·6	127·6	126·3	126·3*	126·3*
Cotton cloth	106·9	107·9	106·6	106·2*	106·2*
Linen	136·2	137·2	139·6	139·6	139·6*
Rayon and acetate fabric	120·8	121·9	121·3	..	..
Wool tops	79·0	81·8	75·6	73·8	73·8*
Worsted yarns	97·0	99·7	95·3	95·0	95·0
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	102·0	104·5	102·2	102·2	102·4
Jute yarn	133·2	138·9	137·2	137·2	137·2
Jute piece-goods	139·7	147·6	147·6	147·6	147·6
Rope, twine and net	119·5	119·5	119·5	119·3*	118·7*
Hosiery and other knitted goods	102·0	102·8	103·2	103·1*	103·1*
Carpets and rugs	128·5	131·7	131·7	131·8*	131·8*
Canvas goods and sacks	119·0	117·9	109·5	109·5*	109·4*
Leather for footwear	127·2	132·4	127·8	127·8*	..
Travel goods	132·3	136·9	137·8	138·2*	138·2*
Made-up clothing	116·5	119·0	119·2	119·4*	119·4*
Weatherproof outerwear	105·7	107·4	107·4	107·5*	107·5*
Men's and boys' tailored outerwear	118·7	121·2	121·5	121·7*	121·7*
Women's and girls' tailored outerwear	115·7	117·3	117·7	117·7*	117·7*
Women's and girls' light outerwear	114·6	116·7	117·3	117·3*	117·3*
Footwear (excluding rubber)	117·1	120·5	120·6	120·5*	120·5*
Refractory goods, including bricks	150·0	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·6	133·7	133·6	133·6*	133·6*
Building bricks, common, other than fletton, *ex works.*	140·1	141·6	141·4	141·4*	141·4*
Building bricks, fletton common, *delivered.*	120·0	120·0	120·0	120·0	120·0
Electrical porcelain	137·6	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	151·0	159·2	161·7	161·7*	161·7*
Glass (other than containers)	138·0	142·7	142·7	142·7	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7

*Provisional figure. †This index is based on prices ruling on the last day of the month. .. Not available

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1966			1967	
	Feb.	Aug.	Dec.	Jan.	Feb.
Cement, delivered	128·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	118·9	118·2	117·9	§117·9	117·9
Home-grown hardwood	106·8	107·7	107·0	107·0*	107·0*
Domestic furniture	126·8	127·9	127·8	127·8*	127·8*
Bedding, etc.	121·3	120·6	120·6	120·1	120·1*
Wooden boxes, packing cases, crates, etc.	127·3	129·1	130·7	130·7*	130·7*
Paper and board	115·3	115·4	115·4	115·1*	115·0*
Cardboard boxes, cartons and fibreboard packing cases.	122·9	123·2	123·4	123·5*	123·4*
Wallpaper	138·0	138·0	138·0	142·7	142·7
Paper bags	124·1	123·3	123·3	121·2	121·2*
Manufactured stationery	125·6	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	111·6	114·4	114·4	115·7*	115·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·3	122·8	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4
Linoleum and felt base	142·4	151·4	151·4	151·4*	151·4*
Brushes and brooms	145·1	145·4	145·4	145·5*	145·5*
Toys and games	131·4	132·6	132·6	132·8*	132·8*
Sports equipment	143·9	144·5	144·5	144·5*	144·5*
Pens and pencils	116·0	116·2	116·2	116·2*	116·2*
Other stationers' goods	133·4	136·5	136·5	136·5	136·5
Plastic mouldings	106·2	106·8	107·6	107·6*	107·6*

*Provisional figure. §Revised figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966			1967	
	Feb.	Aug.	Dec.	Jan.	Feb.
Hides and skins	125·3	136·0	109·9	109·8*	108·3*
Imported	139·2	147·6	125·5	125·5*	125·5*
Native	104·4	118·6	86·6	86·3	82·5
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	273·4	174·4	177·2	181·4	178·0
Lead, ex-ship, wharf or warehouse†	109·7	99·3	84·4	82·8	83·4
Nickel, refined, delivered	131·9	131·9	144·1	144·3	144·3
Tin, ingot, min. 99·75 per cent, settlement price	195·4	172·8	168·1	166·4	166·8
Zinc, ex-ship, wharf or warehouse	139·0	122·9	132·4	129·6	130·9
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	105·8	104·6	105·3	105·4	104·2
Palm oil, c.i.f., in bulk	106·7	101·8	99·3	99·3	101·8
Whale oil, acid, soft, naked, ex-works	82·0	92·7	58·7	58·7	58·2
Pyrites, c.i.f., United Kingdom ports	64·1	71·3	69·3	69·3	69·4
Rubber, No. 1 R.S.S. one month future	104·3	95·1	90·5	89·2	86·4
Sulphur, crude (for acid making), c.i.f.	104·7	139·7	139·7	122·9	122·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	159·1	156·6	154·0	152·9*	153·3*
Cotton, raw	69·6	66·8	65·5	66·0	66·8
Jute, raw, 'Export Firsts', c.i.f. Dundee	165·0	155·4	168·9	166·7	168·2
Jute, raw, 'Export Lightnings', c.i.f. Dundee	162·2	160·4	170·8	172·1	171·9
Silk, raw, delivered mill	151·4	157·2	186·8	186·8*	186·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	98·0	98·0	88·1	88·1	88·1*
Wool, raw	82·5	85·7	78·2	76·5	76·2
Crossbred, medium and coarse, c.i.f. U.K.	88·5	87·1	81·8	80·5	80·5
Crossbred, fine, c.i.f. U.K.	83·7	90·7	82·8	78·2	78·2
Merino, c.i.f. U.K.	79·0	82·3	74·4	73·3	73·3
Timber:					
Imported hardwood (ex-yard or wharf)	116·0	118·4	118·2	118·4*	118·5*
Imported plywood (delivered to consumers)	116·9	117·2	112·4	111·1	111·1*
Imported softwood (delivered to consumers)	118·4	119·4	118·3	118·3	118·3*
Woodpulp, imported	101·0	100·8	100·6	100·4*	100·4*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

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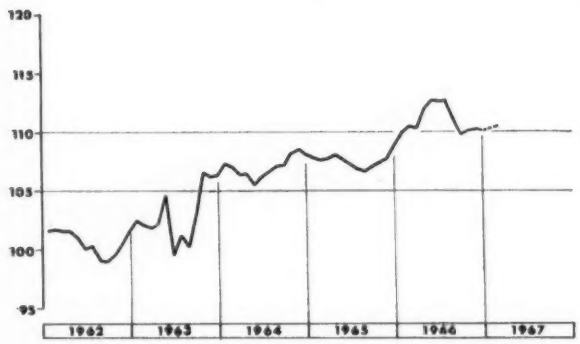

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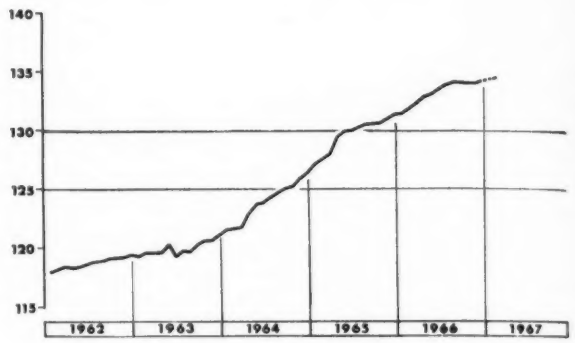

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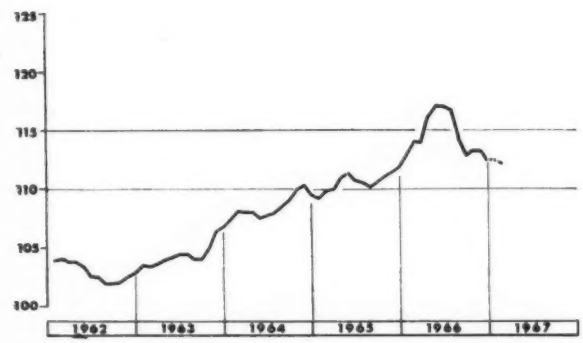
MATERIALS AND FUEL USED



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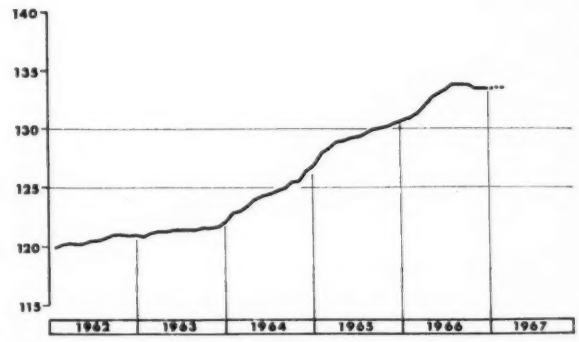

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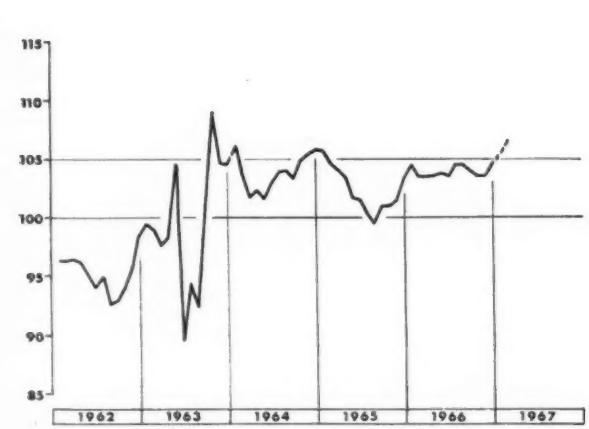
MATERIALS AND FUEL USED



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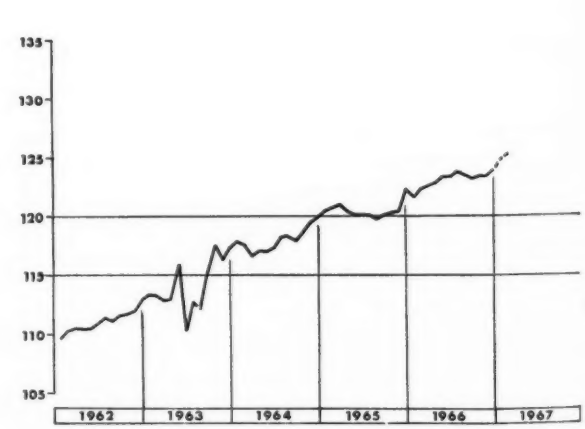

Turnover of the catering trades, laundries and dry cleaners, and hairdressers in January

IN JANUARY the turnover of the catering, laundry and dry cleaning, and hairdressing trades all showed increases compared with a year earlier, rather larger than those recorded in the fourth quarter of 1966.

Catering trades

The total turnover of the catering trades covered by the survey was in January 4 per cent higher than in January 1966, an increase rather larger than in the fourth quarter, but smaller than the increase reported for the year 1966 as a whole. Restaurants, cafés and fish and chip shops recorded an increase in January rather smaller than the rise in the fourth quarter. On the other hand, turnover of canteens was higher in January compared with a year earlier, in contrast with the fall experienced in the fourth quarter of last year compared with the corresponding quarter of 1965.

Laundries and dry cleaners

The total turnover of laundries and dry cleaners showed a rise of 5 per cent when compared with a year earlier. This increase was above the average rate for 1966, and was particularly marked for those businesses in which dry cleaning predominated.

Hairdressers

Total turnover of hairdressers increased by 5 per cent in January compared with a year earlier. The increase in women's hairdressers (which includes men's and women's hairdressers) was much larger than the increases recorded in 1966.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967						95											
	1965	+6	+5	+7	+4	+7	+3	+8	+4	+11	+2	+8	+3	+4	+5	+9	+5	+6
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967						+4											
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967						74											
	1965	+6	+5	+7	+5	+7	+4	+9	+3	+13	Nil	+8	+6	+4	+3	+8	+6	+7
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967						+4											
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967						95											
	1965	+6	+6	+6	+5	+7	+6	+7	+4	+8	+1	+8	+4	+6	+5	+9	+5	+7
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967						+2											
Public houses (£1,033 million) . .	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967						99											
	1965	+6	+4	+8	+4	+7	+1	+9	+3	+13	+2	+10	+2	+4	+6	+9	+4	+6
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967						+5											
Canteens (d) (£145 million) . .	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967						109											
	1965	+4	+9	+3	+2	+4	+8	+8	+10	Nil	+8	+1	+2	+4	+1	+2	+5	+5
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967						+2											

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The January, 1967 period was the four weeks from January 1, 1967 to January 28, 1967, the January 1966 period was from January 2, 1966 to January 29, 1966.
(d) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

(Continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967						118											
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967						+5											
•Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967						120											
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967						+4											
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967						114											
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967						+8											

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967						110											
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967						+5											
Men's hairdressers, and men's Hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967						119											
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967						+4											
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967						107											
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967						+5											

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Monthly Digest of Statistics

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HMSO

Metal working machine tools, deliveries and orders in January

The current monthly figures shown on the tables below are based on returns made to the Ministry of Technology by firms accounting for about 75 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

During the last year improvements in the methods of collection and analysis of the monthly figures have enabled the Ministry progressively to bring forward the date of publication of these monthly estimates which are now regularly issued six weeks after the end of the month to which they relate compared with 13 weeks up to a year ago.

THE MINISTRY of Technology provisionally estimate that in January 1967 total deliveries of machine tools amounted to almost £12¼ million and net new orders to £10½ million. Thus orders outstanding fell by a further £1¾ million to less than £100 million at the end of the month.

Home market

After adjustment for seasonal factors home deliveries in January amounted to nearly £10 million, the highest since the peak figure reached last September. However, including the low figures

(*Continued on next page*)

Table 1. Metal working machine tools, orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966*	147·8	35·5	112·3	101·1	29·0	72·1	144·7	35·6	109·1
1967									
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter*	36·9	9·1	27·8	101·1	29·0	72·1	32·6	7·8	24·8
1967 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·8	2·5	8·3	105·4	29·4	76·0	12·0	3·0	9·0
February	11·6	3·0	8·6	105·4	28·6	76·8	11·6	2·2	9·4
March	15·5	3·6	11·9	104·9	28·3	76·6	15·0	3·3	11·7
April	10·6	2·2	8·4	107·5	29·8	77·7	13·1	3·7	9·4
May	12·0	2·8	9·2	107·1	30·4	76·7	11·6	3·3	8·3
June	13·0	2·9	10·1	107·7	30·0	77·7	13·6	2·6	11·0
July	11·2	2·7	8·5	109·3	31·2	78·1	12·9	3·9	9·0
August	11·4	3·1	8·3	107·8	30·9	76·9	9·9	2·8	7·1
September	14·8	3·6	11·2	105·4	30·3	75·1	12·4	3·0	9·4
October*	12·1	3·1	9·0	104·2	30·7	73·5	11·0	3·6	7·4
November*	12·6	3·1	9·5	104·1	30·2	73·9	12·4	2·5	9·9
December*	12·2	2·9	9·3	101·1	29·0	72·1	9·2	1·7	7·5
1967 January*	12·4	2·8	9·6	99·4	30·2	69·2	10·6	3·9	6·7
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
February 1966-January 1967* (3)	149·4	35·8	113·6	99·4	30·2	69·2	143·3	36·5	106·8
February 1965-January 1966 (3)	140·9	39·5	101·4	105·4	29·4	76·0	154·8	39·0	115·8
Percentage change	+6	—10	+12	—6	+3	—9	—7	—6	—8

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 12-month periods.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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for November and December, the average of the last three months compared with the previous three months, still shows a fall of 8 per cent. Net new orders in January again fell sharply and for the last three months seasonally adjusted were nearly 20 per cent below the previous three months and back to the level of three years ago. Thus, with deliveries continuing to exceed orders, outstanding orders fell to £69 million, about 9 per cent less than a year earlier and 4 per cent less than at end December 1966. They are now at their lowest level since mid-1965 and represent less than seven months' work at recent average delivery rates.

Export

Deliveries for export at £2.6 million seasonally adjusted were at the same low level as in December, so that the average of the last three months was nearly 20 per cent below the previous three months. Net new orders recovered sharply from the exceptionally low December level, and these two months should be looked at together for an indication of very recent trends. Including the November figure, which was much the same as the average for December and January, orders in the last three months were less than 10 per cent below the average of the previous three months. Thus export orders now appear to have fallen no lower than they were about a year ago. Ignoring the distortion in December, orders and deliveries are in general keeping in step so that orders outstanding have remained at the level of rather more than £30 million since the second quarter of last year. At current, lower, rates of delivery these represent about 11 months' work.

Total

After seasonal adjustment both deliveries and net new orders showed a rise in January, but the average of November to January was well below the previous three months by 10 per cent and 17 per cent respectively. Total orders outstanding were 6 per cent lower than a year earlier.

Table 2. Metal working machine tools, orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966*	147·8	35·5	112·3	103·8	28·8	75·0	145·7	35·5	110·2
1967									
1966 1st quarter	34·8	8·2	26·6	107·3	29·4	77·9	36·3	8·8	27·5
2nd quarter	36·9	8·3	28·6	109·1	30·2	78·9	38·7	9·1	29·6
3rd quarter	39·5	10·1	29·4	107·9	29·9	78·0	38·1	9·7	28·4
4th quarter*	36·7	8·9	27·8	103·8	28·8	75·0	32·7	7·9	24·8
1967 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·8	2·3	8·5	105·6	29·5	76·1	10·6	3·0	7·6
February	11·0	2·8	8·2	105·6	29·2	76·4	11·0	2·5	8·5
March	13·0	3·1	9·9	107·3	29·4	77·9	14·7	3·3	11·4
April	11·4	2·5	8·9	108·8	30·6	78·2	12·9	3·7	9·2
May	12·0	2·9	9·1	108·3	30·7	77·6	11·5	3·1	8·4
June	13·5	2·9	10·6	109·1	30·2	78·9	14·3	3·3	12·0
July	11·8	3·0	8·8	109·0	31·0	78·0	11·7	3·8	7·9
August	13·8	3·8	10·0	106·5	30·2	76·2	11·2	3·0	8·2
September	13·9	3·3	10·6	107·9	29·9	78·0	15·2	2·9	12·3
October*	12·9	3·2	9·7	106·1	30·1	76·0	11·1	3·4	7·7
November*	12·3	3·1	9·2	106·0	29·6	76·4	12·3	2·7	9·6
December*	11·5	2·6	8·9	103·8	28·8	75·0	9·3	1·8	7·5
1967 January*	12·4	2·6	9·8	100·9	30·1	70·8	9·6	3·9	5·7
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months* (3)	12·1	2·8	9·3	100·9	30·1	70·8	10·4	2·8	7·6
Average of the previous 3 months* (3)	13·5	3·4	10·1	106·1	30·1	76·0	12·5	3·1	9·4
Percentage change	—10	—19	—8	—5	N/C	—7	—17	—9	—19

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 3-month periods.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, March 10, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
G.G. Passion	Br/E 32116	25	March 6	Tony Tenser Films Ltd.	Cadre Films Ltd.
Victims of Terror	Br/E 32122	26	March 8	Paramount Film Service Ltd.	Harold Baim Productions Ltd.
I Know an Old Lady Who Swallowed a Fly	Br/E 32126	6	March 9	New Realm Pictures Ltd.	National Film Board of Canada.
The Viking Queen	Br/E 32127	89	March 9	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Look at Life Series 33:					
In for a Fast	Br/E 32129	9	March 10	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 67-19	Br/E 31948	7	March 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-20	Br/E 31949	8	March 10	" "	" "
Movietone News 1969	Br/E 31882	8	March 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1969A	Br/E 31883	9	March 10	" "	" "
				FOREIGN	
La Traviata	F 32114	113	March 6	B.H.E. Distributors Ltd.	B. L. Vision, and I.C.I.T. S.A., Rome.
Lost Sex	F 32115	95	March 6	Tony Tenser Films Ltd.	Shochiku Co. Ltd., Tokyo.
Wedding – Swedish Style	F 32117	100	March 7	Border Film Productions (London) Ltd.	Minerva Films A.B., Stockholm.
Take Me While I'm Warm	F 32118	99	March 7	" "	Richard Hilliard, Hollywood.
The Cat Shows Her Claws	F 32119	90	March 7	D.U.K. Films Ltd.	M. Woog, Paris, and E. Tucherer, Montfort-L'Amaury.
In a Colt's Shadow	F 32120	68	March 8	Warner-Pathe Distributors Ltd.	Hercules Cinematografica S.R.L., Rome.
Libido	F 32121	82	March 8	New Realm Pictures Ltd.	Nucleofilm S.R.L., Rome.
The Peking Medallion	F 32123	90	March 9	Warner-Pathe Distributors Ltd.	Walter View Productions Inc.
The Corrupt	F 32124	88	March 9	" "	P.E.C.F. Productions and Editions Cinematographiques, Boulogne-Sur-Seine.
The 25th Hour	F 32125	118	March 9	Metro-Goldwyn-Mayer Pictures Ltd.	Sostar S.A., Vaduz.
Bachelor Girl Apartment	F 32128	85	March 10	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.

AMENDMENT
The playing time of the film 'Agent for H.A.R.M.' (F 31700) registered on October 11, 1966, has been amended to 77 minutes.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Wood Chipboard for January 1967
Gramophone Records for December 1966

Quarterly at 7s. 6d. a year, post free:

Bedding for October-December 1966
Organic Chemicals for July-December 1966

National Institute Economic Review

THE FEBRUARY, 1967, issue of the National Institute of Economic and Social Research *Economic Review* contains, in addition to the annual survey of the British economy and the short-term forecast of economic developments, a major section on Britain's medium term problems.

Requests for individual copies (price 15s.), should be made to the Institute at 2 Dean Trench Street, London, S.W.1.

BRITISH ELECTRICAL EQUIPMENT FOR EXPORT

Mr. Alan Banks (left), a training officer with GEC (Telecommunications) Limited, Coventry, discusses a dish aerial with three Libyan engineers, who are being taught how to operate and maintain equipment which is being supplied by GEC for a microwave radio network in Libya. The engineers are, from left, Muftah El Mawi, Ahmed Ali Ahmed and Mohammed Salem Omar. In the background is a wing of GEC's transmission laboratories.

Jamaica, Ceylon, Canada and the Persian Gulf are the destinations of electric motors awaiting despatch from the Willesden (London) works of Lancashire Dynamo and Crypto (MI Group). The company say that installation of a flowline production system has enabled them to make cuts of up to 5 per cent in the prices of its standard a.c. industrial machines. Delivery times have also been sharply reduced.

Exhibitions and Fairs

British successes at Frankfurt Spring Fair

A report from the British Consulate-General, Frankfurt am Main

THE IMPORTANT and ever-expanding Frankfurt International Spring Fair, which took place this year from February 26 to March 2, again attracted strong British participation in almost all its fields.

The fair, opening with a speech of welcome optimism by the new Federal Economic Minister, Dr. Schiller, continued in this vein and brought excellent results to the majority of the 2,664 exhibitors, of whom 70 were British. At the end of the closing day, the fair authorities announced that almost everyone had done well, both the home exhibitors and the 661 firms from outside Germany. The usual wide range of merchandise – jewellery, carpets, handicrafts, furniture, textiles and furnishing fabrics, stationery of all types, china and glass, shopfittings, smokers' requisites, basketry and wickerwork, musical instruments, toiletries and cosmetics, fancy goods and gifts of all kinds – were on show, together with goods assembled into a few national pavilions throughout the fair.

British participants at Frankfurt exhibited carpets, pianos, musical instruments, stationery and office requisites, giftware, furnishing fabrics, furniture and china. In collaboration with the respective British trade associations for the carpet, stationery and piano industries, the Board of Trade sponsored three joint venture presentations which attracted many buyers and visitors both from Germany and from all over the world.

At the Frankfurt International Spring Fair, held from February 26 to March 1, joint venture displays were arranged by the Board of Trade in collaboration with the British Stationery and Office Equipment Association, the Piano Manufacturers' Association and the Federation of British Carpet Manufacturers. Picture shows Mr. S. L. Edwards, Minister (Economic) at the British Embassy at Bonn, sitting at the Minitronic, shown here for the first time at an exhibition; explaining how the electronic piano works is Mr. M. Marney of Challen Eavestaff, the makers. The Minitronic attracted a great deal of interest at the fair and brought inquiries from all over the world.

On February 27 Mr. S. L. Edwards, Minister (Economic) at the British Embassy in Bonn, toured the joint venture stands and met the representatives of the British firms exhibiting. He also visited the stands of some of the British firms exhibiting independently and was the guest of honour at a luncheon given by the Federation of British Carpet Manufacturers, at which he praised the British carpet industry for their continued success in exporting to the German market, raising the figures for exports to Germany from £60,000 in 1958, when the first British carpet joint venture in Frankfurt was launched, to the current figure, in the region of £1 million annually.

The display of carpets was this year, as always, one of the high spots of British participation. The spacious, well designed stands and the impact of the carpets themselves combined to make the joint venture a very attractive corner of the fair. New and old designs alike attracted many buyers, and business transacted with German buyers remained easily as high as in 1966, despite the recent uneasiness on the German economic scene. On the other hand, business with EFTA countries showed a considerable increase, helped by the recent abolition of tariffs between EFTA members.

This year's stationery joint venture numbered 15 stands, six fewer than last year, in their own pavilion. This change made for spacious, airy stands where the goods on show were attractively set out. Most firms did well, the accent again being on EFTA business. With the various types of pens available especially good business was achieved, but good orders were also achieved by firms dealing in domestic paperware, office machines and greetings cards.

A separate pavilion was again taken by the British Pianoforte Manufacturers' Association in conjunction with the Board of Trade, alongside the main halls for musical instruments. This year's results were again good, and the exhibitors were confident of keeping up their level of German business while increasing their scope in EFTA and other countries. Over 55 per cent of British pianoforte production is now exported. Especially successful was one firm who exhibited an electronic piano which can also be switched to play as a harpsichord, and can be heard normally or through earphones. This instrument brought inquiries from all over the world and seems launched on a highly successful career.

Among the many independent British exhibitors there was also evidence of success. In the packed halls where musical instruments were shown, the British ancillaries to pop music were doing a good trade, and at the other end of the scale a British firm which produces slim-line practice cellos for educational use at about half the normal price for such instruments received many inquiries. The British fancy goods and giftware stands were exceptionally busy, and good results were also achieved in china, furniture and household textiles.

Staff of the British Consulate-General again manned the British trade information stand, housed in the fair's main administration building. A very encouraging volume of inquiries, not only about trade but also on tourism, customs and other aspects of Britain were dealt with on the spot. This is a very useful part of official British effort at the fair, and leads inquirers in many cases direct to the correct British exhibitors in any given commodity.

Once again the international aspect of the Frankfurt Spring Fair has been amply demonstrated. Firms can show in Frankfurt and sell very little to Germany, and yet depart happy with full order books from third country business. It is to be hoped that the increased availability of space in 1968 will result in even more exhibitors from Britain.

Mr. George Darling at opening of Oil and Colour Exhibition

MR. GEORGE DARLING, Minister of State, Board of Trade, spoke at the Oil and Colour Chemists' Association's luncheon in London on March 13 before the opening of the 19th Technical Exhibition at Alexandra Palace. Mr. Darling said that the exhibition was unique in that it was a technical exhibition, designed to display recent technical developments in paints, pigments, varnishes, printing inks and in the chemical processes used in making these products. The exhibition provided an opportunity for the major customers, the users of these ever-improving products, to discuss their needs with the research chemists and the manufacturers, and in turn to find out how the latest technical developments may be of benefit to them.

'This two-way flow of information and ideas is bound to be mutually beneficial,' said the Minister of State. 'Indeed the acknowledged success of previous exhibitions proves that this is so. Visitors from more than 30 countries have attended the exhibition on previous occasions, and the record attendance of over 11,000 interested visitors is likely to be broken this year. I don't need to tell you that the Government attaches great importance to the contribution that science and technology makes to Britain's industrial and trading developments. In many industrial fields Britain gives a lead in technological progress. We will go on doing all we can to encourage and help industry's scientists and technicians to keep in the lead.'

Mr. Darling went on to say that the exhibition covered a field in which we did not lag behind. The volume of overseas sales alone showed how British firms were keeping ahead. Direct overseas sales of paints amounted to 11 million gallons last year, and the indirect sales, the paint on products exported, must have been even bigger. But it was not only the exporting of paints and inks which made the exhibition important. The contribution which colour made to our social environment was also important.

'There have been striking developments in the use of colours, in almost every aspect of our national life, during the past 20 years,' said Mr. Darling. 'Perhaps the most noticeable has been in the greater use of colour in the decoration and furnishings of home, office and factory where, thank heaven, brighter colours now predominate. We have come a long way in a short time since the so called "sensible" colours of dark browns and greens were automatically applied to the walls of most homes. A similar change in our aesthetic appreciation is apparent in the demand for

new colours for use with plastics and synthetic fibres and in the alternative colours of cars that are now available; we have also come a long way since Henry Ford said "You can have any colour you like; provided it is black".

The almost bewildering variety of colours now available is a tribute to the work of the colour chemist, which lies behind so much of this development. I'm told that up to the 18th century the only organic pigments available were still derived from vegetable and animal colouring matter. It was the discovery in 1856 of "Mauveine", the first synthetic dyestuff, by Sir William Perkin, which opened the way to a whole new range of organic pigments and pigment dyestuffs.

'Running parallel with the developments in colours are the improved standards of paint and its effective use as a defence against corrosion and erosion, cutting out waste and costs in industry and in the home. The development of synthetic resins, and the wide range of raw materials developed in recent years enable firms to produce surface coatings with improved properties to meet the requirements of particular applications.'

£1½ million export order at Ideal Home Exhibition

THE IDEAL HOME EXHIBITION'S popularity with the British public has tended to overshadow its value as a shop window for overseas buyers, so it is encouraging to be able to report a success story involving a £1½ million export order for Sink-A-Matic Ltd., a company which for six years has exhibited at the Ideal Home, a combined clothes washer/dish washer/kitchen sink. Orders obtained during successive years at Olympia, say the directors, have helped the company to develop and on March 14, they gave details of an order from the Alac Corporation of New York for 50,000 units worth £1½ million.

Sink-A-Matic are old-established exhibitors but the *Daily Mail*, organizers of the exhibition, say that over 150 new exhibitors have stands at Olympia this year.

Perhaps the most eye-catching part of the exhibition is the Grand Hall, surmounted by two canopies which to the uninitiated look as if they are made of watered silk. Actually, say the organizers, they are made of 30 miles of string and each canopy weighs six tons. The hall includes four 20 ft. decorative trees and a 24 ft. 'Wonderfall'. The Pavilion of Design at the west end houses Sir Hugh Casson's House of the 21st Century, a feature called Safety in the Home and the *Daily Mail* Blue Ribbon Awards.

One of the most popular features of the Ideal Home Exhibition is the Garden Section. This year the gardens devote a much bigger area to practical gardening – with the emphasis on labour saving tools for the affluent householder – and 400 tons of earth have been used to help create many beautiful displays.

Twenty countries and organizations from overseas are represented either in the International Section or the Food Section. West Germany shows the work of 30 leading manufacturers of textiles, soft furnishings and carpets. Poland has a larger stand. Morocco, which has sent craftsmen in the Crafts from Overseas feature (India has also sent craftsmen), also exhibits food and wine. Other overseas exhibitors include Russia, Austria, Canada, New Zealand, Spain, Denmark and Belgium.

The Exhibition opened on March 7 and will remain open to the public until April 1, Sundays and Good Friday excepted. Times are 10 a.m. to 9.30 p.m. and normal prices for admission are 4s. for adults, 2s. for children.

Simpson (Piccadilly) Ltd. have recently held a Scotland '67 Exhibition in London's West End, which ran from February 20-March 11. (Left to right) Mr. F. Brame, deputy chairman and managing director of S. Simpson Ltd. and Simpson (Piccadilly) Ltd., shows Mr. Douglas Jay, President of the Board of Trade, and Dr. S. Leonard Simpson, chairman of S. Simpson Ltd. and Simpson (Piccadilly) Ltd., the display of DAKS Clothing for export to over 70 countries around the world from their factory at Larkhall in Scotland.

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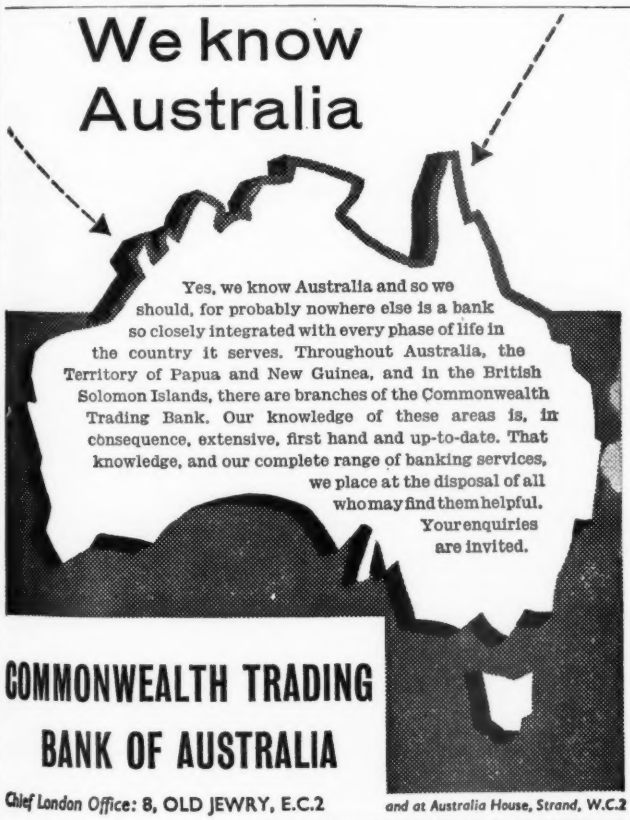

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SOLE COMMERCIAL REPRESENTATIVES FOR POLISH ENTERPRISES

Successful British Jewellery Show in New York

A report from the Commercial Department, British Consulate-General, New York

THE LARGEST British export group ever to visit the United States staged a four-day show at the New York Hilton from February 26 to March 1. Organized by the Jewellery Trade Centre Export Group with Board of Trade backing, 82 companies showed precious, semi-precious costume and antique jewellery, loose stones, cutlery and silverware, clocks and watches.

Approximately 1,000 American retailers, wholesalers and manufacturers attended the exhibition which was organized along American trade show lines. Buyers came from as far afield as Canada, Hawaii and the Virgin Islands.

Preparation for the event started last October when Mr. Peter Younger, director of the group, and Mr. Stanley Wright, the Centre's public relations consultant, visited New York. An operation involving so many firms and merchandise, valued at about £700,000, required very careful and detailed planning in both London and New York. Special security arrangements, including the provision of an armoured car, were necessary, but the operation went off very smoothly and all the exhibits were in place by noon on February 26, just over 12 hours after the group's arrival.

Very encouraging response

Mr. Peter Younger said on his departure from the United States: 'The response to this first overseas exhibition by the British jewellery industry has been very encouraging. A good deal of firm business has been transacted, some agency agreements have been negotiated, and contacts made, but most important of all, we have obtained market and product information which will be of tremendous value in our future export efforts to the United States'.

The show received extensive television and press coverage. Two films made by the Central Office of Information were shown by 94 American television networks prior to the opening, and three of the group's top designers made TV appearances on discussion programmes and panel shows. Advertising through the trade press and mailing campaigns to buyers and wholesalers was carried out for three months prior to the opening.

British designers Ian Crinnan, George Weil, Laurence Graff and Valerie Hurst attracted both press and trade attention, and there were requests from several stores for British jewellery to be made available for British promotions later this year and in 1968.

Visit by Miss Jennie Lee

Miss Jennie Lee, Minister for the Arts, who was visiting New York at the time toured the exhibition on February 27, accompanied by Mr. A. G. Rouse, HM Consul-General in New York, and Mr. P. H. G. Wright, director general of British Information Services, and talked to many of the exhibitors. A reception for the British and American press and for store buyers and management was held in the New York Hilton; approximately 100 guests attended.

A second British jewellery exhibition is to take place in New York in August, and negotiations are now taking place to bring this exhibition under the umbrella of the American National Jewellery Trade Show, which is sponsored by the Retail Jewellers of America.

The Jewellery Trade Centre's 1967 export programme also includes participation in the Milan Samples Fair in April, the Copenhagen Trade Fair in October, and an 18-day three city tour of Australia in June and early July.

Britain well represented at Offenbach Leather Goods Spring Fair

A report from the British Consulate-General, Frankfurt am Main

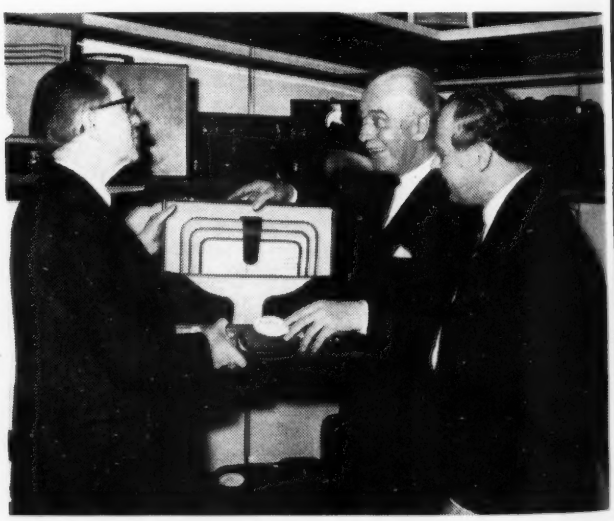
THE 36th Offenbach Leather Goods Spring Fair, which took place from February 25 to March 2, once again attracted considerable foreign participation, with 101 foreign exhibitors out of a total of 468. Of these foreign exhibitors 24 were British, showing a wide variety of quality goods in all price ranges. Twenty-two of the British firms collaborated with the Board of Trade in a Joint Venture. Amongst the items exhibited were leather and plastic handbags, travel bags, purses, wallets, suitcases and many other types of leather goods and accessories.

Although the uncertainty surrounding Germany's economic future has not been dispelled, nevertheless the Fair opened in a far more optimistic vein than did the previous year's Leather Goods Autumn Fair. The general mood of the Fair was reasonably quiet, but many firms did excellent business. One British firm showing the less expensive type of handbags considerably extended their range of customers and did good business with the larger German departmental stores. Another firm showing the newest line in fine, robust travelling cases in polypropylene over tough framing did excellently and held a successful press conference which resulted in interest from one of Germany's leading fashion illustrated magazines.

The mood of the Fair was one of experiment and youthful boldness. Young attractive pastel colours swept the show, light mauves, apple greens, pale yellows, cerises and vivid

(*Continued on page 729*)

Miss Jennie Lee, Minister for the Arts, toured the British Jewellery Exhibition held at the New York Hilton from February 26 to March 1. Organized by the Jewellery Trade Centre Export Group with Board of Trade backing, the show attracted about 1,000 American retailers, wholesalers and manufacturers, with buyers coming from as far afield as Canada, Hawaii and the Virgin Islands. With Miss Lee as she examines jewellery manufactured by Crinnan Jewellery Ltd. are (left) HM Consul-General in New York, Mr. A. G. R. Rouse, and (right) Mr. I. Crinnan.



Examining some of the products of Britain's leather industry during his tour of the British display at the International Leather Goods Fair, Offenbach, is (left) Mr. S. L. Edwards, Minister (Economic), British Embassy in Bonn. Mr. G. Patton (centre) of Victor Luggage and Mr. Jessel, chairman of the Offenbach Committee and Jessels Ltd., discuss features of a new travelling case with him. The Board of Trade collaborated with the National Leather Goods & Saddlery Manufacturers Association in organizing this Joint Venture display at the Fair, which took place from February 25 to March 2.

The Lighting Exhibition 1967

The 1967 Lighting Exhibition will be the largest of its kind ever held in the United Kingdom — over twice the size of the Lighting Exhibition held in 1965.

Covering all types of lamps and lighting fittings, the Lighting Exhibition provides an outstanding chance for visitors to see and assess the latest developments from all over the world.

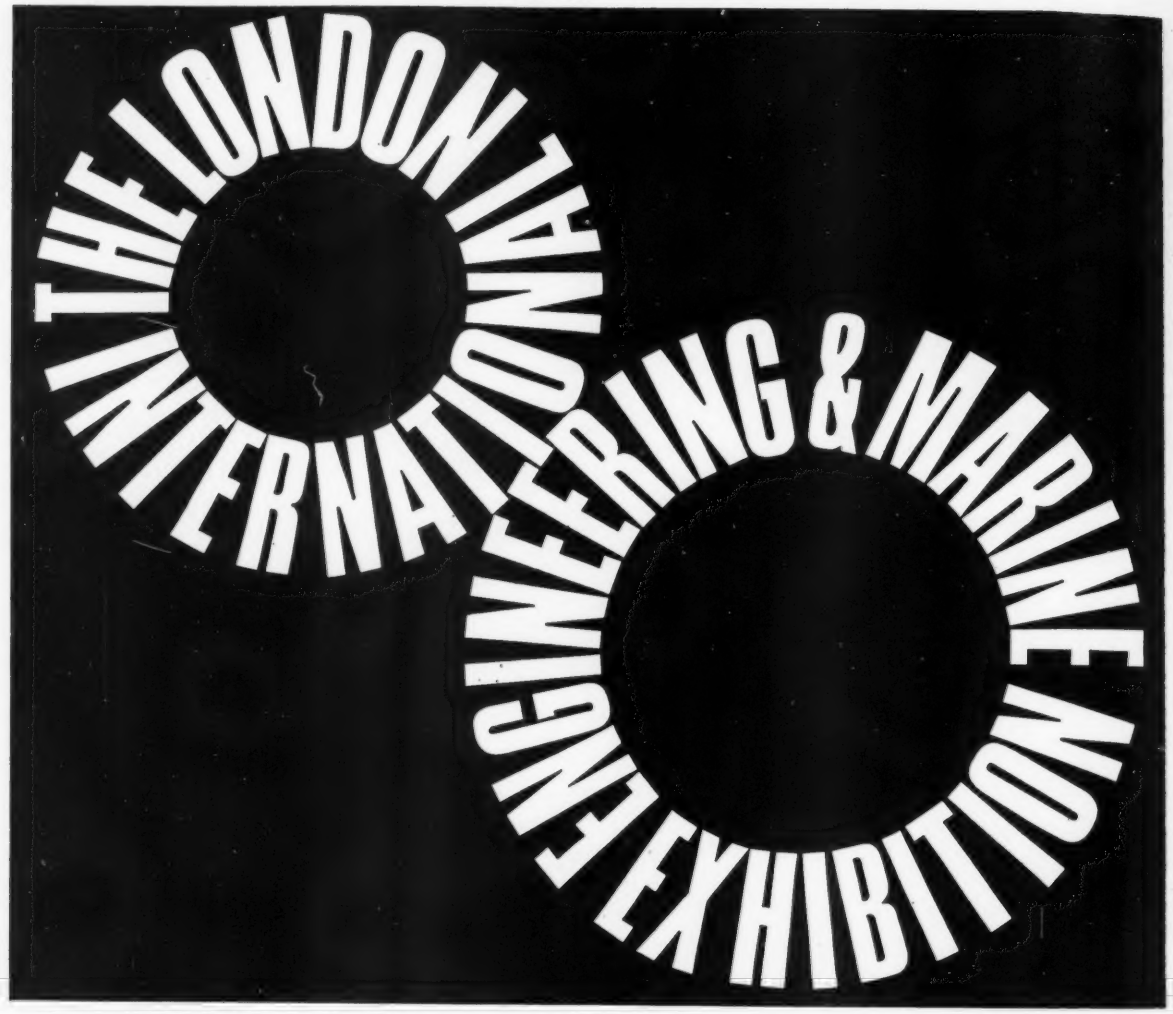
The Lighting Exhibition—entirely separate and self-contained—will be held in conjunction with the London International Engineering and Marine Exhibition.

Conferences—Concurrently with the exhibition The British Lighting Council are promoting a series of afternoon conferences in the adjoining Cromwell Hall at Earls Court which will take as their overall theme 'Lighting and the New Britain'.

Earls Court, London

25th April–4th May 1967

Opening hours: 10 a.m.—6 p.m. daily (closed Sunday, April 30)
Sponsored by the Electric Light Fittings Association, Ltd.
Organised by F. W. Bridges & Sons, Ltd.,
Commonwealth House, New Oxford Street, London, W.C.1.
Tel: CHAncery 9011. Cables: Indatfa London WC1. Telex: 262567.



LONDON INTERNATIONAL ENGINEERING and MARINE EXHIBITION and the International Welding Exhibition

EARLS COURT & OLYMPIA LONDON

25 April-4 May 1967

Sponsored by: The London Chamber of Commerce
Organised by: F. W. Bridges & Sons Ltd.,
Commonwealth House, New Oxford Street, London, W.C.1
Telephone: CHAncery 9011 · Cables: Indatfa London WC1 · Telex: 262567
in association with The British Electrical and Allied Manufacturers' Association and the British Mechanical Engineering Federation, together with their affiliated Associations.

Visit THE LIGHTING EXHIBITION • 25 April-4 May • also at Earls Court

His Excellency The British Ambassador, Mr. R. F. G. Sarell, and Mrs. Sarell greet Sayyid Mohammed Yacobi, a Libyan dignitary, at the reception given at the British Pavilion at the Tripoli International Trade Fair on the occasion of British National Day. Lord Walston, Parliamentary Secretary at the Board of Trade, who opened the British section, is on the right. Organized by the Board of Trade for the first time, the British section, in which 64 firms participated, was the largest display by any one country. The fair is open until March 20, and a report will be published in a later issue of the journal.

114 British firms participated in the Cologne Household Goods and Hardware Fair, which closed on February 26 after being attended by 47,370 German and 11,830 foreign trade visitors. The Board of Trade in collaboration with several trade associations staged a Joint Venture at this fair; exhibitors reported themselves highly satisfied both with the amount of orders received and the quality of the inquiries made. Picture shows Sir Frank Roberts, British Ambassador to West Germany, looking at the new Tricity twin-oven unit on show at the fair. With him is Mr. W. S. Poole, export manager of Tricity. A report was published in the March 10 issue of the journal.

OFFENBACH FAIR, *continued*

tans. There was also much experiment with finishing textures, with glazed lacquers coming in among the more expensive ranges.

On February 28, the Joint Venture stands were visited by the Minister (Economic) from the British Embassy in Bonn, Mr. S. L. Edwards, and his wife. Mr. Edwards toured the newly refurbished stands and talked to the exhibitors, who were in the main very hopeful of achieving increased sales as a result of the Fair.

The Offenbach Leather Goods Fairs, set as they are in the very centre of the German leather goods industry, represent a considerable challenge to British exporters. It is a tribute to many of our exhibitors that, in this highly competitive field, they are able to sell in Germany despite competition and high tariffs. This year's Spring Fair has again shown the British exhibitors to be among the forerunners in this industry, taking a good share of the £7 million German import market, while continuing to increase their exports to other countries in Europe and elsewhere.

Burner manufacturers score success at INTHERM

A report by the Commercial Section, British Consulate-General, Stuttgart.

THE 7TH International Trade Fair for Oil and Gas Firing, INTHERM 1967, was held at the Killesberg exhibition grounds in Stuttgart from March 1-5. 450 firms from 13 countries displayed their wares at the show. Around one-fifth of this number were foreign exhibitors from Austria, Belgium, Canada, Denmark, France, Great Britain, Holland, Italy, Liechtenstein, Sweden, Switzerland and the United States. The British contingent was the most numerous, since, in addition to 11 firms exhibiting under their own auspices, the British Oil and Gas Firing Equipment Manufacturers' Association had organized, in association with the Board of Trade, a Joint Venture stand comprising 10 companies and an information booth. A corporate display in which 14 firms took part had also been put on by the Swedish Oil Firing Equipment Manufacturers' Association.

On the morning of March 1, the Minister President of Baden-Württemberg, Dr. Filbinger, performed the opening ceremony in the presence of the British Ambassador, Sir Frank Roberts, and the Ambassadors of Pakistan and Sweden. Mr. James Boyce, the president of the European Oil and Gas Firing Committee, was among the other distinguished guests taking part.

After the opening, the British Ambassador made his way to the Joint Venture stand, where he was introduced to the individual exhibitors including the president of BOGFEMA, Mr. Brooks. Accompanying the Ambassador were Dr. Filbinger and the Lord Mayor of Stuttgart, Dr. Klett. Whilst the tour of the stand was in progress, a team from BBC Television News led by Mr. Bertram Mycock, the editor of the BBC 'Export Programme', was shooting film for a programme on Board of Trade Joint Ventures, including an interview with Sir Frank Roberts. Both the visitors and the exhibitors themselves went out of their way to express admiration for the layout and design of the British stand, for which the Central Office of Information had been responsible.

For the British Joint Venture exhibitors the day had opened with a press conference on the stand, organized by the press officer of the British Consulate-General in Stuttgart, at which Mr. Brooks, in an address read for him in German, had assured the journalists present that the British oil and gas firing equipment manufacturers were in favour of the United Kingdom joining the Common Market. In the evening, the British Consul-General in Stuttgart, Mr. Richard Heppel, held a reception to which all the British exhibitors and a good cross-section of representatives of the German trade and contracting concerns had been invited. The British Ambassador and the Lord Mayor of Stuttgart were the guests of honour.

All the firms on the British Joint Venture stand said that they were highly satisfied with this their first participation on these terms. One firm had a remarkable success with their fully automatic forced draught pressure jet burners and silent automatic wallflame burners. They were able, among other transactions, to conclude a licensing agreement for the manufacture of the equipment by an Italian company. In the same way, another company on the stand was able to reach an agreement for the manufacture under licence of their industrial blue flame burner by the largest West German manufacturer of oil burners.

Of the British firms exhibiting independently, one was agreeably surprised at the number of trade inquiries received for its sonic burners and another found itself in negotiation with a Hamburg distributor for the purchase of very substantial quantities of its panel radiators, which are produced in what is claimed to be the only fully automated radiator factory in Europe.

There seems little doubt that the majority of the exhibitors at this trade fair were satisfied with the results of their participation, and both the British and the Swedish Trade Associations will appear again with their member firms at INTHERM 1968.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Morocco

THE TRADE AGREEMENT between the United Kingdom and Morocco, signed in London on January 9, 1961, has been renewed for a further period of one year from January 1, 1967.

A list of the quotas for British exports to Morocco is set out below. There are no changes compared with the Protocol for 1966 signed on September 23, 1966 (see *Board of Trade Journal* of November 25, 1966, and January 20, 1967). Certain quotas for British exports are not at present fully operative because of Moroccan import restrictions, and import licences will only be issued for goods which are not prohibited (see *Board of Trade Journal* of December 17, 1965).

	Product	Quota £
1	Cod and herrings, smoked, salted or in brine (except canned herrings)	2,000
2	Sauces, condiments and pickles	12,000
3	Honey	2,500
4	Sugar, chocolate and confectionery	15,000
5	Marmalades and jams (except jams of orange, apricot, plum and grapefruit)	5,000
6	Animal foodstuff concentrates	10,000
7	Tonic foods	20,000
8	Beer and stout, de luxe	3,000
9	Whisky and gin	300,000
10	Linoleum and oilcloth	35,000
11	Haberdashery	5,000
12	Iron and cast-iron articles (excluding those for which there are quotas on the Moroccan General Import Programme)	10,000
13	Razors and razor-blades (except electric razors)	15,000
14	Hand tools (except shovels)	6,000
15	Hurricane lamps, pressure lamps of all kinds, radiators and other heating equipment (of types not made in Morocco)	5,000
16	Domestic sewing machines	30,000
17	Refrigerators, electric household appliances, including washing machines and air conditioners, radio receivers, television equipment, dry batteries of 10 volts or less, electric lamps	200,000
18	Dry batteries of more than 10 volts	100,000
19	Safes and strong-room equipment	5,000
20	Gramophones, records, pick-ups and record players	20,000
21	Sporting weapons and ammunition	10,000
22	Furniture, other than metal furniture	5,000
23	Stationery and office equipment, except pencils	11,000
24	Sports goods	15,000
25	Steel cables	5,000
26	Yarn, twine and rope of nylon	12,000
27	Adhesive tape (B.N. 48-15-01/11/61/71)	10,000
28	Aluminium hollow-ware	P.M.
29	Mechanical lighters and parts for lighters	10,000
30	Books	20,000
31	Toys	50,000
32	Motor cycles (over 50 c.cs)	100,000
33	Pair	200,000
34	Valves (B.N. 84-61)	10,000
35	Miscellaneous	150,000
		1,408,500
36	Certain dependent territories	75,000

NOTE: P.M. = *pour memoire* = to be borne in mind.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81).

Anglo-Bulgarian trade

ARRANGEMENTS FOR Anglo-Bulgarian trade during the 12 months ending March 31, 1968, were concluded and signed in London on March 10.

No change has been made in the goods which may be imported from Bulgaria under World Open General Licence, or in those which may be imported freely from Bulgaria under Open Individual Licence. Increases in the import quotas for some Bulgarian goods have been agreed.

Bulgarian import quotas to a value of £0.6 million have been agreed for those United Kingdom exports which are on quota. All other United Kingdom goods for export to Bulgaria will be given general import facilities by the Bulgarian authorities.

Full details will be published in the *Board of Trade Journal* for March 24.

Notes:

Bulgarian import quotas for United Kingdom goods will be £80,000 higher than those for 1966/67.

Increase in United Kingdom quotas for imports from Bulgaria amount to about £160,000.

Recent figures in Anglo-Bulgarian trade have been:

	1962	1963	1964	1965	£ million 1966
United Kingdom Imports (c.i.f.)	3.3	3.7	4.4	5.4	6.2
United Kingdom Exports (f.o.b.)	2.6	3.7	2.8	4.3	7.4
United Kingdom re-exports (f.o.b.)	0.0	0.0	0.0	0.0	0.1

The general prohibitions and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply to imports from Bulgaria.

Anglo-Czech trade 1967

ARRANGEMENTS FOR Anglo-Czechoslovak trade during the 12 months ended March 31, 1968, were concluded and signed in Prague on March 8, 1967.

Arrangements follow the same pattern as last year. No changes have been made in the lists of goods which may be imported freely from Czechoslovakia under world Open General Licence and Open Individual Licence. Increases in specific quotas have, however, been agreed for certain other goods.

Specific quotas and a general quota for all consumer goods not otherwise specified, to a total of £2 million have been agreed for United Kingdom exports to Czechoslovakia. These quotas are different in nature from the United Kingdom quotas and do not represent any limitation on possible exports to Czechoslovakia. Other United Kingdom goods for export to Czechoslovakia will also be given general facilities by the Czech authorities. The extent of purchases will depend largely on Czechoslovakian resources of foreign exchange, and the competitiveness of British exports.

A notice to importers setting out the details of the new arrangements will be published in due course. Details will also appear in the *Board of Trade Journal* on March 24, 1967. The general prohibition and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Further discussions will be held later in the year about a new trade arrangement to supersede the present arrangement, which has been provisionally extended until March 31, 1968.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Export Department (Tel. Abbey 7877, Ext. 2267 and 3381). Press inquiries to Extension 2231.

Notes:

The majority of Czechoslovakia's exports to the United Kingdom (more than 80 per cent in 1966) are admitted without restriction and not covered by the quota arrangements.

United Kingdom exports to Czechoslovakia in 1966 were valued at £17.7 million. Czech exports to the United Kingdom totalled £19.5 million. This represents an increase in both directions and continues the steady development of Anglo-Czech trade.

The main United Kingdom exports to Czechoslovakia are industrial plant and materials; these goods will continue to feature prominently in our trade but there may also be increased prospects for exports of consumers goods.

The form of the new trade arrangement will be the subject for discussion later this year.

Morocco and Norway

THE MOROCCAN *Bulletin Officiel* of January 25, 1967, announced the signing on December 2, 1966, of a trade agreement between Morocco and Norway. It is valid for the year commencing January 1, 1967.

Moroccan exports to Norway include cereals, fruits and fruit juices, vegetables, essential oils, phosphates, manganese ore and cork. Norwegian exports to Morocco include cement, dairy products, fish, food machinery, fishing vessels and beer.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81).

Design consultants and store executives from Tiffany Company, New York, discussing a new Wedgwood bone china design 'Wild Strawberry', a tableware pattern which they helped to develop for the American market. Seen here in the showrooms at the Wedgwood factory, Barlaston, Stoke-on-Trent, are left to right: Mr. George O'Brien (deputy design consultant), Mr. Van Truex (design consultant), Mr. L. Hoagland (executive vice-president), Mr. Michael Barcun (china buyer) with Mr. W. Lydeard (Wedgwood export sales manager).

Tunisia and Italy

THE TUNISIAN *Journal Officiel* of February 10-14, 1967, announced the renewal, for a further year from January 1, 1967, of the trade agreement of 1961 between Tunisia and Italy. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757.

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having 250 offices in the territories, shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(48/67) Radio and Television Manufacturing Plant for Ministry of Information. May 10. E.S.B. 10654/67.

ARGENTINA

(47/67) Grain Elevator Extension for Direccion Nacional de Construccion de Elevadores. (Further Information.) Closing date postponed to April 10. E.S.B. 46074/66.

AUSTRALIA

(50/67) Coal Hopper Wagons for Commissioner for Railways, Queensland. April 20. E.S.B. 10831/67.*

(46/67) Construction of Dam (Pre-Qualification) for Snowy Mountains Hydro-electric Authority. Apply by April 3. E.S.B. 9794/67.

BURMA

(46/67) Paper Machine for Applied Research Institute. March 31. E.S.B. 9966/67.*

(46/67) Cable and Switchgear for Electricity Supply Board. April 6. E.S.B. 9979/67.*

Myanma Export Import Corporation:

(46/67) Time Recorders. March 31. E.S.B. 9968/67.*

(47/67) Carpenters' Tools. April 7. E.S.B. 9964/67.*

(47/67) Hair Belting. March 21. E.S.B. 9997/67.*

(47/67) Abrasive Paste. April 3. E.S.B. 9998/67.*

(47/67) Welding Rod and Accessories. March 29. E.S.B. 9965/67.*

(47/67) Steel Sheets. April 4. E.S.B. 9994/67.*

(47/67) Chemicals for Paper Factory and Chemical Industries Board. March 31. E.S.B. 9967/67.*

People's Oil Industry:

(46/67) Locomotive Spare Parts. April 5. E.S.B. 9977/67.*

(47/67) Fuel Transfer Pump. April 30. E.S.B. 10209/67.*

(47/67) Engine Spare Parts. April 30. E.S.B. 10210/67.

(47/67) Pressure Gauges. April 30. E.S.B. 10205/67.*

(47/67) Electric Cable. April 30. E.S.B. 10208/67.*

(47/67) Pump Spare Parts. April 30. E.S.B. 10206/67.*

(47/67) Metal Manufactures. April 30. E.S.B. 9985/67.*

(47/67) Winch. April 30. E.S.B. 10204/67.*

(46/67) Steel Plate for Public Works Corporation. April 8. E.S.B. 9992/67.*

CANADA

(48/67) Battery Chargers for Manitoba Hydro. April 4. E.S.B. 10641/67.*

CEYLON

(48/67) Bicycles for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 9361/67.*

CHILE

Empresa Nacional de Electricidad:

(49/67) Crawler Tractors. April 4. E.S.B. 11122/67.*

(49/67) Compressors. March 29. E.S.B. 11133/67.*

(49/67) Mechanical Shovels. April 5. E.S.B. 11126/67.*

(50/67) Bulldozers. April 4. E.S.B. 11128/67.*

COSTA RICA

(51/67) Surgical Equipment for Departamento de Aprovisionamiento de la Caja Costarricense. March 29. E.S.B. 10888/67.*

(47/67) Radio Equipment for Instituto Costarricense de Electricidad. March 30. E.S.B. 9955/67.*

CYPRUS

(50/67) Surveying Instruments for Ministry of Commerce and Industry. April 8. E.S.B. 10814/67.*

(50/67) Agricultural Machinery for Treasury. April 8. E.S.B. 10813/67.*

ECUADOR

(50/67) Radio-Telephone System for Guayaquil Port Authority. March 30. E.S.B. 7229/67.

(47/67) Curb and Corporation Stops for Guayaquil Water Board. April 3. E.S.B. 10295/67.

FORMOSA

Central Trust of China:

(46/67) Refractories. March 31. E.S.B. 9910/67.*

(47/67) Over-Current Relays. March 30. E.S.B. 10286/67.*

(51/67) Sieves. April 7. E.S.B. 10839/67.*

(51/67) Shovel Loader. April 7. E.S.B. 10842/67.*

(51/67) Metal Alloy. April 7. E.S.B. 10843/67.*

(51/67) Annealing Machine. April 8. E.S.B. 10840/67.

(51/67) Spotlight Equipment. April 7. E.S.B. 10841/67.

GERMANY, FEDERAL REPUBLIC OF

(51/67) Barge Lift for Rhein Main Donau A.G. (Pre-Qualification.) E.S.B. 11513/67.

GREECE

Ministry of Commerce:

(48/67) Surgical Materials. March 31. E.S.B. 10650/67.*

(48/67) Tape Recorders. April 7. E.S.B. 10666/67.*

(51/67) Laboratory Equipment. April 3. E.S.B. 10649/67.*

Public Power Corporation:

(47/67) Electrical Equipment. April 7. E.S.B. 10266/67.

(48/67) Rubber Gloves. April 13. E.S.B. 10273/67.

(49/67) Underground Cables. April 18. E.S.B. 11115/67.

GUATEMALA

Municipality of Guatemala City:

(50/67) Chemicals for Water Treatment. April 24. E.S.B. 10899/67.*

(50/67) Liquid Chlorine. May 2. E.S.B. 10900/67.*

INDIA

Bharat Heavy Electricals Ltd.:

(47/67) Steel Castings. (Further Information.) Tender documents now available. E.S.B. 7542/67.*

(50/67) Flameproof Starters and Controls. April 25. E.S.B. 10845/67.*

(48/67) Wharf Cranes for Cochin Port Trust. (Further Information.) Tender documents now available. E.S.B. 8400/67.*

(48/67) Construction of Silos for Kerala State Electricity Board March 30. E.S.B. 10648/67.

National Coal Development Corporation Ltd.:

(49/67) Dumpers. April 11. E.S.B. 10659/67.

(49/67) Drills. April 11. E.S.B. 10660/67.

(49/67) Crawler Tractors. April 11. E.S.B. 10661/67.

(46/67) Chemical Feed Equipments for West Bengal State Electricity Board. April 4. E.S.B. 10239/67.

IRAQ

(46/67) Construction of Cement Factory Extension for Iraqi Cement Co. April 20. E.S.B. 10243/67.

Iraqi Ports Administration:

(46/67) Visual Flashing Gauge. April 13. E.S.B. 10249/67.

(46/67) Steel Angle and Flat. April 6. E.S.B. 10248/67.

(49/67) Galvanized Steel Wire Rope. April 13. E.S.B. 10567/67.

(49/67) Bulldozer. May 11. E.S.B. 10668/67.

Ministry of Defence:

(47/67) Clothing. May 20. E.S.B. 10246/67.

(47/67) Direction-Finder Station. May 20. E.S.B. 10247/67.*

(48/67) Gloves, Caps and Berets. May 20. E.S.B. 10245/67.*

(50/67) Clothing. (Further Information.) Tender documents now available. E.S.B. 10246/67.*

(50/67) Hemp. May 23. E.S.B. 10670/67.*

(50/67) Kit Bags. May 27. E.S.B. 10671/67.*

(51/67) Mosquito Nets. May 27. E.S.B. 10668/67.*

(47/67) Wireless Set for Ministry of Municipalities and Works. (Further Information.) Tender documents now available. E.S.B. 8395/67.*

IRISH REPUBLIC

(46/67) Construction of Houses for Corporation of Limerick. April 11. E.S.B. 10211/67.

Dublin Corporation:

(47/67) Precast Concrete Huts. March 31. E.S.B. 10262/67.

(47/67) Calendar Clock. March 31. E.S.B. 10291/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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Kildare County Council:
(47/67) Construction of Houses. April 11. E.S.B. 10215/67.
(47/67) Construction of Houses. April 11. E.S.B. 10216/67
(47/67) Construction of Dwellings for National Building Agency Ltd. April 7. E.S.B. 10293/67.

ITALY

(50/67) Electrical Materials and Accessories for Headquarters, Allied Land Forces, Southern Europe, Verona. March 30. E.S.B. 10846/67.*
(50/67) Nato Infrastructure Contract; Works at a Radio Relay Station for Italian Government. Apply by April 15. G.D. 648/67.

JAMAICA

(46/67) Construction of Schools and Colleges (Pre-Qualification) for Government of Jamaica. Apply by March 31. E.S.B. 32834/65-PT.2.
Jamaica Telephone Co. Ltd.:
(48/67) Telephone Instruments. (Advance Information.) E.S.B. 10514/67.
(50/67) Telephone Exchange Equipment. (Pre-Qualification.) E.S.B. 10847/67.

KENYA

East African Railways and Harbours:
(47/67) Steel Tyres. April 3. E.S.B. 10296/67.
(47/67) Bogie Wagons. April 3. E.S.B. 10297/67.
(47/67) Lathe. April 3. E.S.B. 10298/67.
(51/67) Striped Mattress Ticking for Ministry of Works. March 31. E.S.B. 10854/67.

MALAYSIA

(47/67) Open Wire Carrier Systems for Telecommunications Departments. April 17. E.S.B. 10242/67.*

MALTA

Directorate of Contracts:
(48/67) Switchgear. April 5. E.S.B. 10518/67.*
(48/67) Earthenware Flower Pots. April 5. E.S.B. 10619/67.*
(49/67) Bitumen. April 5. E.S.B. 10631/67.*

MOZAMBIQUE

Ports, Railways and Transport Departments:
(48/67) Tyres and Tubes. April 6. E.S.B. 10513/67.
(48/67) Automotive Equipment; Brake Oil. April 15. E.S.B. 10610/67.
(48/67) Workshop Equipment. April 3. E.S.B. 10611/67.
(48/67) Conductors. April 5. E.S.B. 10612/67.
(48/67) Steel Wire Rope. April 11. E.S.B. 10615/67.
(47/67) Crane Spare Parts and Electrical Equipment. April 4. E.S.B. 10609/67.

NETHERLANDS

(48/67) Construction of Road for Directorate of Waterways. April 5. E.S.B. 10639/67.

NEW ZEALAND

General Post Office:
(47/67) Steel Sheet and Wire. April 6. E.S.B. 10258/67.*
(47/67) Fuses and Fuse Boxes. April 3. E.S.B. 10218/67.*
(50/67) Semiconductors. April 11. E.S.B. 10835/67.*
(50/67) Frequency Measuring Receiver. April 21. E.S.B. 10836/67.*
(50/67) Paper and Board for Government Printing Office. April 6. E.S.B. 10834/67.*
New Zealand Broadcasting Corporation:
(47/67) Television Equipment. March 31. E.S.B. 10277/67.*
(48/67) Television Transmitting Equipment. (Further Information.) Closing date postponed to March 31. E.S.B. 7295/67.*
(48/67) Capacitor Banks for New Zealand Electricity Department. May 9. E.S.B. 10532/67.*

PAKISTAN

Director of Agricultural Engineering:
(51/67) Water Distillation Apparatus. April 4. E.S.B. 10883/67.
(51/67) Seed Cleaner. April 4. E.S.B. 10882/67.
Directorate of Industries and Commerce:
(46/67) Laboratory Equipment. March 31. E.S.B. 9671/67.
(46/67) Drawing Office Equipment. April 10. E.S.B. 9678/67.
(46/67) Oven Mechanical Vacuum Pump; Refrigeration Units. April 5. E.S.B. 9674/67.
(46/67) Laboratory Equipment. April 1. E.S.B. 9672/67.
(46/67) Laboratory Equipment. April 3. E.S.B. 9673/67.
(47/67) Hospital Equipment. April 24. E.S.B. 10250/67.*
(47/67) Hospital Equipment. April 18. E.S.B. 10254/67.

Kalamazoo Ltd., Birmingham, are introducing to their agents through their Overseas Division their new edge punched card system, known as Factfinder. Mr. P. Rex, overseas sales manager, is seen here (standing far left) in the offices of Kalamazoo's Australian agent where he conducted a four-day instructional/marketing course with the agent's branch managers and salesmen. Kalamazoo export about one-third of their products, primarily to Australia and South Africa.

Directorate of Supply:
(47/67) Miscellaneous Tools and Equipment. March 15. E.S.B. 10251/67.*
(47/67) Workshop Tools and Equipment. March 15. E.S.B. 10256/67.*
(47/67) Books and Journals. March 18. E.S.B. 10257/67.*
(48/67) Medical Equipment. April 10. E.S.B. 10253/67.*
(51/67) Laboratory Equipment. April 17. E.S.B. 10871/67.*
(51/67) Parasitic Cultures; Laboratory Instruments. April 12. E.S.B. 10876/67.*
(51/67) Cement and Concrete Testing Equipment. April 24. E.S.B. 10878/67.*
(51/67) Laboratory Equipment. April 27. E.S.B. 10875/67.*
(46/67) Tube Patching; Back Plates for Pakistan Western Railway. April 6. E.S.B. 9933/67.

SAUDI ARABIA

Ministry of Defence and Aviation:
(47/67) Construction of Buildings. April 8. E.S.B. 9936/67.
(47/67) Construction of Buildings. April 9. E.S.B. 9935/67.

SINGAPORE, REPUBLIC OF

(46/67) Incinerator for Port of Singapore Authority. March 31. E.S.B. 9923/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(46/67) Surgeons' Operating Gloves. March 31. E.S.B. 9948/67.*
(46/67) Brushes. April 4. E.S.B. 9945/67.*
(46/67) Tyres and Tubes. March 31. E.S.B. 9941/67.*
(46/67) Hospital Supplies. March 31. E.S.B. 9942/67.*
(46/67) Paper. March 31. E.S.B. 9944/67.*

SUDAN

(47/67) Insulators, Spindles and Stay Rods for Department of Posts and Telegraphs. April 12. E.S.B. 10278/67.*
(47/67) Paper for Government Printing Press. April 10. E.S.B. 10280/67.*
(46/67) Desalination Plant for Ministry of Works. July 1. E.S.B. 9987/67.*

SYRIAN ARAB REPUBLIC

(47/67) Workshop Equipment for Hedjaz Railway. April 30. E.S.B. 10221/67.*
(48/67) Porcelain Insulators for Ministry of Communications. (Further Information.) Closing date postponed to April 3. E.S.B. 49264/66.*
(47/67) Control Panels for Ministry of Defence. April 16. E.S.B. 10220/67.
(50/67) Cigarette Manufacturing and Packaging Materials for Monopole des Tabacs and Tombacs. April 7. E.S.B. 10675/67.*
Societe d'Etat pour l'Importation et l'Exportation:
(50/67) Tyres and Tubes. (Further Information.) April 15. E.S.B. 2444/67.*
(50/67) Tyres and Tubes. (Further Information.) April 15. E.S.B. 8389/67.*

THAILAND

(50/67) Nibbling Machine for Directorate of Air Engineering. March 30. E.S.B. 10826/67.*
State Railway of Thailand:
(47/67) Steel Tube. April 3. E.S.B. 10624/67.
(47/67) Auger Bits. April 18. E.S.B. 10621/67.
(47/67) Steel Channel. April 7. E.S.B. 10620/67.
(47/67) Steel. April 3. E.S.B. 10625/67.
(49/67) Wire Rope. April 7. E.S.B. 10816/67.
(49/67) Pumping Unit. April 4. E.S.B. 10817/67.
(50/67) Hand Tools. April 13. E.S.B. 10827/67.*
(47/67) Truck for Treasury Department. May 17. E.S.B. 10601/67.

TURKEY

(47/67) Electric Motors for Sumerbank Genel Mudurlugu. March 30. E.S.B. 10222/67.*

UNITED ARAB REPUBLIC (EGYPT)

(48/67) Wire Braid for Egyptian Railways. April 8. E.S.B. 10658/67.

UNITED STATES OF AMERICA

(48/67) Gantry Cranes for Corps of Engineers, Little Rock District. (Further Information.) Tender documents now available. E.S.B. 7593/67.*

URUGUAY

ANCAP (State Oil and Alcohol Monopoly:
(47/67) Laboratory Equipment. April 11. E.S.B. 10226/67.
(47/67) Resin. April 12. E.S.B. 10230/67.
(47/67) Alloy Sheets. April 11. E.S.B. 10227/67.

VIETNAM

Central Purchasing Authority:
(49/67) Miscellaneous Equipment. March 29. E.S.B. 10679/67.*
(49/67) Office Supplies. April 4. E.S.B. 10681/67.*
(50/67) Radio Components. March 29. E.S.B. 10678/67.*
(50/67) Machinery for Dry Cell Manufacturing Plant for Vietnam Electric Industry Co., Ltd. April 5. E.S.B. 10672/67.*

ZAMBIA

Central Supply and Tender Board:
(50/67) Vehicles. April 21. E.S.B. 10591/67.*
(50/67) X-Ray Chemicals. April 7. E.S.B. 10825/67.*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(46/67) Inquiry for cellulose wrapping and bag-making machinery. E.S.B. 9894/67.

Australia
(48/67) Agency inquiry for tape control attachments. E.S.B. 9830/67.
(47/67) Manufacture under licence – machinery for the manufacturing and packaging of foodstuffs and beverages. E.S.B. 10115/67.

Austria
(50/67) Agency inquiry for garage equipment. E.S.B. 10314/67.

Bahamas
(46/67) Inquiry for household goods; table lamps; wicker furniture. E.S.B. 10113/67.
(48/67) Inquiry for casual clothing. E.S.B. 10043/67.

British Honduras
(49/67) Agency inquiry for paper; tablecloths; wallpaper. E.S.B. 10392/67.
(47/67) Inquiry for marine equipment. E.S.B. 8773/67.

Burundi
(48/67) Inquiry for clothing; handbags; stainless steel articles; silver articles. E.S.B. 10459/67.

Canada
(47/67) Agency inquiry for children's wear; cutlery; hardware; leather goods; nursery goods; perambulators; sports goods; tools. E.S.B. 9762/67.
(46/67) Inquiry for builders' hardware. E.S.B. 10096/67.
(47/67) Inquiry for haberdashery items. E.S.B. 10112/67.
(49/67) Inquiry for carpet. E.S.B. 6543/67.
(50/67) Inquiry for cartoning equipment; garment accessories; handbag trimmings and fasteners; housewares. E.S.B. 47381/66.
(50/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67), Montreal. E.S.B. 848/67.

Cayman Islands
(48/67) Inquiry for builders' hardware; floor composition; generators and ancillary equipment; hand tools; pumps; steel. E.S.B. 10176/67.
(48/67) Inquiry for builders' hardware; cables; electrical switches and bulbs; roofing sheets; vehicle spare parts and accessories; wire; zinc. E.S.B. 10168/67.
(48/67) Inquiry for dress materials; hats; powdered milk; shoes. E.S.B. 9813/67.
(48/67) Inquiry in respect of stationery; women's shoes. E.S.B. 10391/67.

Cuba
(46/67) Inquiry for laundry machines. E.S.B. 9881/67.
(49/67) Inquiry for animal rearing equipment and machinery. E.S.B. 10350/67.

Denmark
(49/67) Inquiry for vehicle spare parts and accessories. E.S.B. 10506/67.

Finland
(46/67) Agency inquiry for stainless steel products. E.S.B. 9418/67.
(50/67) Inquiry for lathe; microscope; projector. E.S.B. 8246/67.

France
(46/67) Agency inquiry for drying equipment. E.S.B. 9812/67.

Germany, Federal Republic of
(46/67) Inquiry for confectionery; foodstuffs. E.S.B. 6931/67.

†For further details on the 'Export Service Bulletin' see page 732.

The delivery of a £60,000, four-colour, offset printing press at the works of the Weather Oak Print Group set the seal on a quarter year which has included two large dollar export print orders, one a large consumer catalogue for Du Pont, the American chemical and fibre company of Wilmington, Delaware, and the most recent, for a quarter of a million colour books for Metro-Goldwyn Mayer, the Hollywood film company. The books publicize MGM's latest film, 'Grand Prix'. Negotiations are in hand for two further dollar-earning orders which will bring the firm's earnings in the American market to over $150,000 in three months. Besides direct export work, over 70 per cent of the firm's output, much of it in foreign languages, is for literature for British exporting industries.

(50/67) Inquiry for wigs and hair pieces. E.S.B. 10730/67.

Greece
(46/67) Agency inquiry for fabrics. E.S.B. 9269/67.
(48/67) Agency inquiry for brewers' extract; dried yeast; poultry feed stuffs. E.S.B. 10312/67.
(49/67) Agency inquiry for carbons. E.S.B. 10119/67.

Honduras, Republic of
(49/67) Inquiry for wrapping machinery. E.S.B. 48400/66.

Hungary/Czechoslovakia
(48/67) Trade Agreement. C.R.E. 5465/G.

Iceland
(51/67) Imports of blended fodder.

India
(49/67) Inquiry for metals. E.S.B. 9211/67.

Iran
(46/67) Agency inquiry for cable and wire. E.S.B. 7319/67.

Israel
(48/67) Inquiry for laboratory equipment. E.S.B. 1330/67.
(49/67) Inquiry for films; magnetic tapes. E.S.B. 10441/67.
(50/67) Inquiry for wall paper production machinery. E.S.B. 10942/67.
(51/67) Inquiry for control equipment. E.S.B. 10924/67.

Jamaica
(49/67) Agency inquiry for generating sets. E.S.B. 10352/67.

Japan
(49/67) Inquiry for sanitary fittings. E.S.B. 8190/67.
(50/67) Market report on engineers' small tools. E.S.B. 32669/66.

Kenya
(50/67) Inquiry for glueing machine. E.S.B. 9466/67.

Korea
(48/67) Inquiry for construction materials and supplies. E.S.B. 9484/67.

Lebanon
(47/67) Inquiry for filtering machines. E.S.B. 9039/67.

Libya
(48/67) Commercial Register Office. C.R.E. 2753/G.

Mexico
(46/67) Manufacture under licence – chemical engineering goods. E.S.B. 9523/67.

Nauru (Central Pacific)
(50/67) Agency inquiry for consumer goods. E.S.B. 2377/67.

Nigeria
(49/67) Inquiry for blazer cloth; sports clothing; sports goods and equipment. E.S.B. 9840/67.

Pakistan
(46/67) Inquiry for steel plates. E.S.B. 9796/67.
(49/67) Inquiry for steel sheets and plates. E.S.B. 10454/67.
(50/67) Inquiry for ball bearings; iron and steel products. (Further Information.) E.S.B. 9051/67.

Philippines, Republic of
(50/67) Registration of consulting engineers. E.S.B. 9880/67.

Poland
(48/67) Inquiry for containers; fire-fighting systems; rubber shoe production machinery; textile rubberization machinery; tyre production machinery. E.S.B. 9187/67.

Qatar
(50/67) Inquiry in respect of construction projects. E.S.B. 8207/67.

Rumania
(48/67) Inquiry for electric lamp production machinery. E.S.B. 9154/67.

Rumania/China
(48/67) Trade Agreement. C.R.E. 4353/G.

Sierra Leone
(48/67) Inquiry for vehicle materials and accessories. E.S.B. 6944/67.

Singapore
(48/67) Agency inquiry for brass plumbing fittings. E.S.B. 10349/67.

South Africa
(48/67) Agency inquiry for electronic equipment; generators; meters; test equipment. E.S.B. 9457/67.

Spain
(46/67) Agency inquiry for electrical equipment; industrial safety equipment. E.S.B. 9727/67.
(49/67) Inquiry for printing presses. E.S.B. 10459/67.

Sudan
(48/67) Inquiry for cables; ferrules; insulators. E.S.B. 10339/67.
(49/67) Agency inquiry for batteries; chairs; chemicals; foodstuffs; lawn mowers; paper products; polythene film; rubber gloves. E.S.B. 8833/67.

Switzerland
(46/67) Agency inquiry for dresses. E.S.B. 9474/67.
(48/67) Inquiry for conductors; electrical and mechanical new products. E.S.B. 10705/67.
(49/67) Inquiry for construction equipment. E.S.B. 10741/67.

Syrian Arab Republic
(48/67) Inquiry for animal feed plant. E.S.B. 10341/67.

Thailand
(48/67) Industry and Natural Resources. E.S.B. 33122/65.

Uganda
(48/67) Inquiry for coin operated amusement machines. E.S.B. 10316/67.

United States of America
(47/67) Inquiry for steel tubes. E.S.B. 48973/66.
(48/67) Inquiry for brazing alloys; metal foil. E.S.B. 44032/66.
(48/67) Inquiry for chemicals. E.S.B. 5727/67.
(51/67) Inquiry for rubber boots. E.S.B. 10937/67.

USSR/Poland
(50/67) Trade Agreement. C.R.E. 12022G.

Various
(50/67) Publication of further B.S.I. technical digest on overseas electrical regulations. E.S.B. 12011/66.

Zambia
(51/67) Exports to. C.R.E. 9606/G.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Imports of goods from Britain under negotiated quotas

THE LIST of quotas for imports into Metropolitan France and the French Overseas Departments and Territories from the United Kingdom for 1967 was published in the *Board of Trade Journal* of February 24, page 535. The opening of these quotas for the first half of 1967 has now been announced in the *Journal Officiel* of March 9.

Applications for import licences submitted before March 9 on which import licences have not been issued by March 24 will be considered void. Licence applications should be made as follows:

I. Quota for which import licence applications may be made only by the Groupement National Interprofessionel des Semences, Graines et Plantes:

Quota No.	Description	Tariff Nos.
4	Hothouse and greenhouse plants	06-02 C (II) (b) (2)

II. Application for import licences on form AC and accompanied by a pro-forma invoice may be submitted to the Direction des Relations Economiques Exterieures, Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris 9e, where they will be examined as and when they are received, in respect of the following quotas:

Quota No.	Description	Tariff Nos.
5	Cut flowers	Ex 06-03
7	Products of the food industry	Ex 15-07, ex 16-04, 17-02 F, 20-01, ex 20-02, ex 20-06, ex 21-07
19	Animal feeding stuffs with a base of whale protein, and pet foods	23-07 ex B
21	Oil additives	38-14 B I (a)
37	Assemblies of pieces forming parts of radio-electric apparatus and containing crystal diodes, triodes or other crystal valves including transistors	85-15 C II ex (a)
42	Light aircraft	Ex 88-02
43	Light boats and replacement parts	89-01 B ex I
53	Miscellaneous (1)	Various

(1) Credits allocated to this quota are reserved for quota goods not covered elsewhere in the agreement nor falling within global quotas.

III. Applications for import licences in respect of the following products, the quotas for which are administered in Britain, may be submitted to the Direction des Relations Economiques Extérieures, Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris 9e, as from March 9 when they will be examined as and when they are received.

Applications must bear in block letters the words 'Imports from Great Britain, Quota No. . . .' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below:

Quota No.	Description	Tariff Nos.
6	Cereal breakfast foods: Association of Cereal Food Manufacturers' Ltd.	19-05
9	Confectionery: Board of Trade, Commercial Relations and Exports Department .	17-04, C I, C II, 18-06
11	Biscuits, rusks and dietary breads: The Cake and Biscuit Alliance Ltd.	19-07, 19-08 ex A
*12	Cake and similar products; The Cake and Biscuit Alliance Ltd.	19-08 ex B II
13	Christmas puddings: Food Manufacturers' Federation	19-08 B ex II
14	Mincemeat and lemon curd: Food Manufacturers' Federation	Ex 20-04, ex 20-05, ex 20-06
15	Jams: Food Manufacturers' Federation . .	Ex 20-05
15 bis	Marmalade made from citrus fruit or ginger: Food Manufacturers' Federation	Ex 20-05
16	Fruit juices; Food Manufacturers' Federation .	20-07 A, ex B
17	Fruit and other essences: Essence Export Group .	Ex 21-01, ex 21-07
18	Rum: Rum Importers' Association of Great Britain	22-09 C ex I

* Prior to 1967 this quota was administered by the French authorities.

The import conditions applicable to the above quotas are those set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows:

Importers of the non-liberalized agricultural products and alimentary products in the following list, must furnish three copies of a pro-forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter and must be in French, or have a French translation attached:

(Continued on next page)

With the object of stepping up gift wrap exports to Eire, P. P. Payne and Sons of Nottingham recently held successful trade stockroom displays of their new gift wrapping merchandise in Dublin, Cork and Limerick. Shown here looking at the firm's new Christmas catalogue are, right to left: Mr. D. Simmons, of Hely's Ltd., of Dublin; Mr. J. A. Tynan, of Lexie Tynan Ltd., the company's Irish agents; and Mr. J. C. Glenn, Payne's assistant export sales manager.

FRANCE, *continued*

Tariff No.	Description
07-02	Frozen vegetables.
07-04	Dried, dehydrated or evaporated vegetables.
08-07 E	Fresh stone fruit other than apricots, peaches, nectarines, cherries and plums.
08-10	Frozen fruit, not containing added sugar.
08-11	Fruit preserved in brine or sulphur.
08-12	Dried fruit.
Ex 09-01	Roasted coffee and substitutes containing coffee.
13-03 B I and II	Dry pectins, extracts and juices of pectins.
17-04	Sugar confectionery not containing cocoa.
18-06	Chocolate and other food preparations containing cocoa.
19-07 C II	Toasted rusks, pretzels and dietary bread.
19-08	Pastry, biscuits, cakes and other fine bakers' wares.
20-01 to 20-06	Preserved or prepared vegetables and fruit.
20-07	Fruit juices.
21-07	Food preparations not elsewhere specified or included.
23-07	Animal feeding stuffs.

The following indications in French must be detailed on all pro-forma invoices:

All products:

The exact description of the products, including the actual names under which they are sold.

Pectins, extracts and juices of pectins:

The degree of concentration and the nature of the pectin.

Products falling under tariff headings 17-04, 18-06, 19-07 C (II), 19-08, 21-07 C, 23-07:

A complete percentage analysis of the composition of the products to be imported is required and this must give an exhaustive list of all the components. Where colouring materials are used, the exact nature of the materials used must be stated, with reference to the Index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial. Where the imported products are of a heterogenous nature (e.g. chocolate confectionery) the analysis must show separately the composition of the coverings and the centres.

Roasted coffees and substitutes containing coffee:

The origin, commercial type and grade of green coffee used must be stated. The products must be of a quality at least equal to that of a product obtained from the lowest quality green coffee imported into France, i.e., Robusta coffee of a grade at least the equivalent of Ivory Coast courant type, or Arabica coffee of a grade at least the equivalent of Brazil coffee New York Type 6.

Fruit juices:

Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legislation and, in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, detailed as above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

The full French text of the above notice of March 9 and the regulations of January 26, 1963, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

WHO'S WHO IN FRANCE

1967/68 Edn.

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Import licences for British exhibition goods

THE FRENCH *Moniteur Officiel du Commerce International* of March 11, 1967, announced the procedure which will be followed for the allocation of licences for British goods which are exhibited at French exhibitions and fairs in 1967.

The procedure for obtaining a share of the quota for the import of British goods at certain French trade fairs is as follows:

(1) Applications for special import licences must be submitted by importers to the Commercial Department of the British Embassy, who will pass them on to the competent French authorities for issuing to the importers.

(2) Only those applications which fulfil the following conditions will be taken into consideration:

(a) The importer must be included in the approved list drawn up by the Embassy (see paragraphs 3 and 4 below);

(b) The goods must consist of those normally imported under the bilateral quotas agreed in the Anglo-French trade Sub-Committee, and published in the *Journal Officiel* and *Board of Trade Journal*;

(c) The goods must be exhibited at international fairs or specialized international exhibitions held in France during 1967.

(3) Importers who wish to participate in the 'Fairs' quota for 1967 should submit a preliminary request covering their requirements for the whole year to the Commercial Section of the British Embassy, 35 rue du Faubourg St. Honoré, Paris 8e. This preliminary request should be made as soon as possible and in any case not later than April 1. The preliminary request should provide the following details of an importer's exhibition programme for 1967:

(a) The name, address and style of the firm;

(b) The fairs or exhibitions at which the goods for which he intends to apply for import licences will be exhibited;

(c) For each fair or exhibition:

(i) The name and address of the British manufacturer of the goods to be exhibited for which a licence will be requested;

(ii) A description of the goods in question together with the complete item number of the definition in the French Customs tariff under which the goods fall;

(iii) The full value of the goods in question (fob sterling).

(4) As soon as possible after the receipt of the preliminary requests, which will be examined simultaneously, each applicant will be informed by the Embassy whether his name has been entered on the opproved list, and of the approximate allocation up to which he may expect to be granted licences out of the 'Fairs' quota during the year.

(5) Within 10 days after the closing of each fair or exhibition importers wishing to draw on their licence allocation for goods exhibited should submit an application to the Commercial Department of the British Embassy. This should be supported by a pro forma invoice (with heading) in duplicate and a certificate issued by the fair authorities stating the precise type of goods exhibited.

(6) In the course of the year the Embassy will be prepared to forward, for licensing, to the competent French authorities, applications from importers on the approved list up to the limit of the provisional allocation communicated to them (see paragraph 4 above).

(7) In the event of an importer changing his plans as notified to the Embassy (see paragraph 3 (b) and (c)) about the fairs at which he will exhibit, or the extent of his effort at them, he should inform the Embassy at least eight days before the opening of the fair or exhibition affected. Failure to do so might result in his losing a portion of the provisional allocation originally made to him.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Modifications to customs tariff

THE FRENCH *Journal Officiel* of March 5 announced the following amendments to the French customs tariff. These imports must meet the requirements laid down by an Order of June 28, 1963, and

subsequently modified by Orders of January 3, June 13 and December 9, 1966, fixing the conditions for admission of certain goods which benefit from a favourable tariff treatment in view of their effective destination.

Tariff No.	Description	Destination of goods
Ex 97.04 B I	Coin or disc actuated machines of the kinds used on public premises for games of an educational type.	To be used in the following communities; teaching establishments, youth and cultural centres, centres for young workers, vocational training and apprenticeship institutes.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Mr. P. Lakeman (left) O & M manager for the Heineken Brewery, Amsterdam, is seen here operating the new Rank Xerox 2400 *copier/duplicator, during a recent visit to Rank Xerox headquarters in London. The* 2400 *copier/duplicator makes* 40 *dry copies a minute direct from the original onto ordinary paper without the use of any stencil or master. First deliveries of these British-built machines are now being made in the United Kingdom and deliveries overseas will begin later this year.*

BELGIUM

Transmission tax surcharge on imported goods

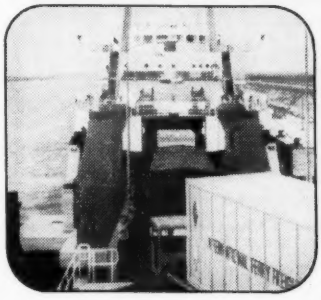
A BELGIAN Royal Decree of February 24, 1967 (*Moniteur Belge* No. 41 of March 1), announces that the Transmission Tax Surcharge of 5 per cent on imports of newsprint classified under Benelux Customs Tariff headings 48.01 A and 48.01 E II k is suspended until December 31, 1967.

The Decree came into force from January 1, 1967.

The text of the above-mentioned Decree (in French) may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m.*



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EUROPEAN ECONOMIC COMMUNITY

Imports from non-member countries to the European Economic Community

ARTICLE 115 of the Treaty of Rome provides that any member of the European Economic Community can, in cases of commercial or economic difficulties arising from the carrying out of the commercial policies of the community, be authorized by the Commission to take protective measures. This provision has been invoked by member countries to except certain products from the general rules, contained in Articles 9 and 10 of the Treaty of Rome, concerning Community treatment in the EEC for goods imported from non-member countries on further movement from the original importing member state to another member state.

The *Journal Officiel des Communantés Europeennes* No. 30, dated February 22, 1967, contains a list of the items which, at January 1, 1967, were the exceptions to the general rules referred to above and will not benefit from Community treatment when imported from another member state, even though they may be accompanied by a Circulation Certificate issued under the conditions set out in the notice appearing on page 1528 of the *Board of Trade Journal* of December 30, 1960.

The following is an unofficial translation of the list, the French text of which may be seen on application to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479.)

Common Tariff No.	Products	Countries of origin	Period of exception
GERMANY			
ex 03.01 A II (b)	Carp, fresh, frozen or chilled	Yugoslavia	May 15, 1967
09.01 A I (a)	Coffee, not roasted, or freed of caffeine	All countries, except the African and Malagasy States and Overseas Countries and Territories associated with the EEC (2)	Date of next approximation of Benelux customs duties to the common customs tariff
ex 24.01	Tobacco leaves, unstripped; tobacco refuse	All countries, except Greece	Date of next approximation of customs duties to common customs tariff
28.28 ex M	Antimony oxides	Hungary, China, Poland, Rumania, Czechoslovakia, USSR	Entry into force of a final decision on the matter (1)
51.01	Yarn of man-made fibres, not put up for retail sale	Czechoslovakia	Entry into force of a final decision on the matter (1)
ex 59.04	Twine, cordage, ropes and cable, plaited or not, of hemp	East bloc countries and Yugoslavia	Until further notice
ex 64.01	Footwear with outer soles and uppers of rubber	East bloc countries	Until further notice
73.02 C	Ferro-silicon	USSR	Until further notice
84.41 A	Sewing machines for domestic use	Japan	Until further notice
ex 84.41 A	Sewing machines for domestic use (heads)	People's Republic of China (3)	Entry into force of a final decision on the matter (1)
BELGIUM			
ex 08.04	Grapes, fresh	Third countries	Until further notice
ex 81.04 I J I	Antimony, unwrought	East bloc countries, People's Republic of China	Until further notice
FRANCE			
01.01 A II	Live horses, intended for slaughter	Hungary and Poland	Until further notice
01.04 A I (b)	Live sheep	All third countries (2)	December 31, 1967
02.01 A IV	Meat, of sheep, fresh or frozen	All third countries (2)	December 31, 1967
ex 05.15 B	Salted cod roes, dead	People's Republic of China	Until further notice
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared	All third countries	Entry into force of a final decision on the matter (1)
ex 07.01	Green vegetables, fresh or chilled	Bulgaria, Chile, Ethiopia, Rumania	Until further notice
07.01 F II & III	Haricot and other leguminous vegetables (excluding peas), whether or not in the shell, fresh or chilled	Sudan	Until further notice
ex 07.01 H	Onions, fresh or chilled	Poland	Entry into force of a common market regulation
ex 07.01 H	Onions, fresh or chilled	Egypt and Hungary	Until further notice
09.01 A I (a)	Coffee, not roasted or freed of caffeine	All countries except the African and Malagasy States and the Overseas Countries and Territories associated with the EEC	Date of next approximation of Benelux customs duties to the common customs tariff
09.01 A II	Coffee, roasted	All third countries	Until further notice
ex 16.04 B	Prepared or preserved salmonidae, in airtight containers, in cans, glasses, jars, tubes and the like	USSR	Until further notice
20.06 A	Nuts, including groundnuts, roasted	People's Republic of China	Until further notice
ex 29.15 C II (A)	Dimethyl terephthalate	USA	Until further notice
ex 29.44 D	Oxytetracycline hydrochloride	Poland	Entry into force of a final decision on the matter (1)
ex 62.02	Bed and table linen	Hong Kong	March 1, 1967
ex 62.03	Sacks and bags, of a kind used for the packing of goods, empty	Argentine	Until further notice
ex 64.02 B	Footwear with uppers of rubber or artificial plastic material	Czechoslovakia	Until further notice
ex 71.16	Imitation jewellery, except medals obtained by striking	Hong Kong	April 30, 1967
85.15 A III	Radio broadcasting receivers, whether or not combined with sound recorders or reproducers	Japan	March 1, 1967
ex 90.05	Refracting telescopes, binocular, prismatic or not, and monocular, prismatic	Japan	Until further notice
ex 90.28 B	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus	Japan	December 31, 1967
92.11 A II & III	Sound recorders and reproducers, combined sound recorders and reproducers	Japan	March 31, 1967
ITALY			
ex 08.01 B	Bananas, fresh	All third countries	Until further notice
09.01 A I (a)	Coffee, not roasted, or freed of caffeine	All third countries except the African and Malagasy States and the Overseas Countries and Territories associated with the EEC (2)	Date of next approximation of Benelux customs duties to common customs tariff
16.04 B, C, D, E	Prepared or preserved fish (excluding caviar and caviar substitutes)	Japan	Until further notice
28.01 C	Bromine	East bloc countries	Until further notice
28.01 D	Iodine	East bloc countries	Until further notice
ex 28.13 F	Bromine derivatives	East bloc countries	Until further notice
28.33	Bromides and oxybromides; bromates and perbromates; hypobromates	East bloc countries	Until further notice
28.34 ex A, B, C	Iodides, oxyiodides, iodates and periodates, excluding caesium iodide and rubidium iodide	East bloc countries	Until further notice
ex 28.47 B II	Sodium bichromate	East bloc countries	Entry into force of a final decision on the matter (1)
29.02 A III	Bromides and polybromides	East bloc countries	Until further notice
29.02 A IV	Iodides and polyiodides	East bloc countries	Until further notice
ex 29.02 A V	Mixed derivatives of bromine or iodine	East bloc countries	Until further notice
29.13 G II	Bromocamphor	East bloc countries	Until further notice
29.14 A VI	Bromoacetic acids, their salts and esters	East bloc countries	Until further notice
29.34 A	Tetraethyl – lead	UK	Until further notice
33.01 A ex I	Essential oils of orange, not terpeneless	USA	June 15, 1967
37.02	Film in rolls, sensitized, unexposed, perforated or not	Japan	Until further notice
38.14 A	Anti-knock preparations based on tetraethyl-lead	UK	Until further notice
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork	Spain, Portugal	Until further notice
45.02	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers)	Spain, Portugal	Until further notice
ex 48.01 E II	Unhardened, unsized paperboard, of the natural colour of the stock, made from mechanical pulp with a basis of low-quality papers (chipboards and the like), of vegetable fibres prepared by a mechanical process or of semi-chemical pulp	Czechoslovakia	Until further notice
50.02	Raw silk (not thrown)	Japan	Until further notice
50.04	Silk yarn, not put up for retail sale	Japan	Until further notice

Common Tariff No.	Products	Countries of Origin	Period of exception
50.07	Silk yarn and yarn spun from noil or other waste silk, put up for retail sale	Japan	Until further notice
50.09	Woven fabrics of silk or of waste silk other than noil	Japan	Until further notice
ex 69.07	Unglazed setts, flags and paving, hearth and wall tiles, of faience or fire pottery	Japan, East bloc countries	Until further notice
ex 69.08	Glazed setts, flags and paving, hearth and wall tiles, of faience or fire pottery	Japan, East bloc countries	Until further notice
ex 69.09 A	Laboratory, chemical or industrial wares, of porcelain, excluding wares of which the operative part is of porcelain	East bloc countries	Until further notice
69.10 A	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings, of porcelain	Japan, East bloc countries	Until further notice
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian)	Japan, East bloc countries	Until further notice
ex 69.13 B	Statuettes and other ornaments, articles of personal adornment and articles of furniture, excluding articles plated with a layer of gold, platinum or silver of a thickness exceeding 30 microns or of an undetermined thickness, containing 4%$_{o}$ or more of fine metal	East bloc countries	Until further notice
ex 69.14 B	Other articles of porcelain, excluding articles intended for the measurement of capacity	East bloc countries	Until further notice
70.04	Unworked cast or rolled glass (including flashed or wired glass) whether figured or not, in rectangles	East bloc countries	Until further notice
70.05	Unworked drawn or blown glass (including flashed glass) in rectangles	East bloc countries	Until further notice
70.06	Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked	East bloc countries	Until further notice
70.07	Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular shape, or bent or otherwise worked (e.g. edge worked or engraved), whether or not surface ground or polished; multiple-walled insulating glass; leaded lights and the like	East bloc countries	Until further notice
81.04 IJ I	Antimony, unwrought; waste and scrap	East bloc countries	Until further notice
ex 84.35 A III	Rotary machines for offset printing of newspapers and other periodicals; rotary machines for offset printing in two or more colours	Czechoslovakia	Until further notice
ex 84.41 A	Sewing machines (for woven fabrics, leather, footwear, etc.) and parts thereof, excluding furniture specially designed for sewing machines	Japan	Until further notice
84.52 A, B & ex C	Calculating machines; accounting machines, cash registers	Czechoslovakia	Until further notice
ex 84.55 C	Parts and accessories of calculating machines, accounting machines and cash registers	Czechoslovakia	Until further notice
85.03	Primary cells and primary batteries	Japan	April 30, 1967
ex 85.15 A III	Radio receivers with transistors	Japan	Until further notice
ex 85.21 C	Transistors	Japan	Until further notice
ex 85.24 C	Electrodes, of carbon or graphite, for electric ovens	Japan	Until further notice
ex 87.02 A	Motor vehicles for the transport of persons	USSR	Entry into force of a final decision on the matter (1)
ex 87.04	Chassis fitted with engines, for motor vehicles for the transport of persons falling within heading No. 87.02 A	USSR, Czechoslovakia	Entry into force of a final decision on the matter (1)
ex 87.05	Bodies for motor vehicles for the transport of persons falling within heading No. 87.02 A	USSR, Czechoslovakia	Entry into force of a final decision on the matter (1)
ex 87.06	Parts and accessories of motor vehicles for the transport of persons, falling within heading No. 87.02 A	USSR, Czechoslovakia	Entry into force of a final decision on the matter (1)
ex 90.01 A	Lenses, prisms, mirrors and other optical elements, unmounted, for refracting telescopes (monocular and binocular) and for photographic cameras of a value not exceeding thirty dollars, excluding those for aerial photography	Japan	Until further notice
90.05	Refracting telescopes (monocular and binocular), prismatic or not	Japan	Until further notice
ex 90.07 A	Photographic cameras of a value not exceeding thirty dollars, excluding those for aerial photography; parts and accessories for such cameras	Japan	Until further notice
ex 97.03	Other toys and working models of a kind used for recreational purposes, excluding: toy arms; flying model aeroplanes and gliders; toy projection apparatus (cinematographs, magic lanterns and the like); toy musical instruments; parts and accessories for such toys and working models of a kind used for recreational purposes.	Japan	Until further notice
LUXEMBOURG ex 81.04 IJ I	Antimony, unwrought	East bloc countries, People's Republic of China	Until further notice
NETHERLANDS ex 81.04 IJ I	Antimony, unwrought	East bloc countries, People's Republic of China	Until further notice

(1) Provisional decision of a conservatory nature
(2) Last country of exportation; Benelux countries
(3) Last country of exportation; Netherlands

Further translations of EEC regulations

THE FOLLOWING further translations of EEC regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
101/66	Concerning arrangements for a survey of wages in industry	8d. (11d.)
104/66	Temporarily suspending the levies chargeable on imports of meat of certain bovine animals, frozen, for processing under Customs supervision	5d. (8d.)
116/66	Continuing for the 1966/67 season the Council's Regulation No. 127/65 instituting a system for deductions from the levy chargeable on imports of husked rice from third countries	5d. (8d.)
123/66	Laying down provisions to prevent deflection of trade in intra-Community transactions in frozen beef and veal	8d. (11d.)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 591 of March 3 issue.

NORWAY

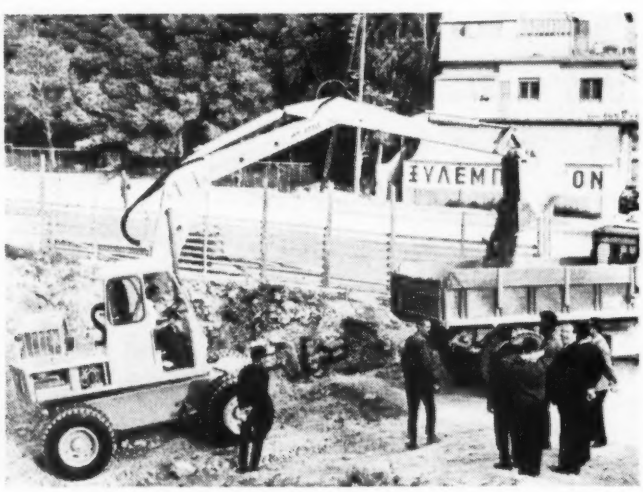
Tariff changes

THE NORWEGIAN authorities have announced the following tariff changes, which became effective from January 1, 1967.

Tariff No.	Commodity	Old rate of duty	Rate of duty from Jan. 1, 1967
05.04	Guts, bladders, stomachs of animals (other than fish), and pieces thereof	0·45/4·50 Norwegian kr. per kg.	Free
05.13	Natural sponges	0·50/12·00 kr. per kg.	Free
ex 15.10 and 29.14	Distilled fatty acid of tallow, of coconut oil, of groundnut oil, of palm oil and of linseed oil	0·16 kr. per kg.	Free*
ex 16.04	Caviar from the roes of sturgeon, not in airtight containers	2·00 kr. per kg.	Free
ex 13.03	Endosperm flour of locust beans or guar seeds	30%	Free
18.03	Cocoa paste (in bulk or in block), whether or not defatted	0·96 kr. per kg.	Free
18.04	Cocoa butter (fat or oil)	0·30 kr. per kg.	Free
ex 28.21	Chromium oxides	0·20 kr. per kg.	Free
ex 29.30	Isocyanides	30%	Free*
ex 37.01	Plates of metal	4·00 kr. per kg.	Free
ex 39.01	Hydroxylpolyethers, toe-cap materials consisting of plastic profile shapes	30%	Free*
45.02	Natural cork in blocks, plates or strips (including cubes or square slabs cut to size for corks or stoppers)	0·28/0·72 kr. per kg.	Free
ex 45.03 and 45.04	Cork discs for production of Crown cork, not covered with vinyl paper, aluminium foil or other tightening materials	0·60 kr. per kg.	Free*
50.02	Raw silk (not thrown)	5%	Free
53.01	Sheep's or lambs' wool, not carded or combed	0·40 kr. per kg.	Free
53.05	Sheep's or lambs' wool or other animal hair (fine or coarse), carded or combed	0·40 kr. per kg.	Free
57.01	True hemp (*Cannabis sativa*), raw or processed but not spun; tow and waste of true hemp (including pulled or garnetted rags or ropes)	Free/ 0·25 kr. per kg.	Free
57.03	Jute, raw or processed but not spun; tow and waste of jute (including pulled or garnetted rags or ropes)	Free/ 0·25 kr. per kg.	Free
ex 59.03	Mats of artificial fibres to be used as surface protection in glass fibre reinforced plastic products, filtermats, cut to size, for air filtration purposes	20%	8%*
ex 70.04	Plate glass, figured	0·50 kr. per kg.	0·24 kr. per kg.
ex 70.20	Slivers and rovings of glass fibre	8%	Free*
ex 73.40 and 76.16	Coolers for biological materials	10%	Free*
ex 82.05	Borer crowns with cutting teeth which in relation to the holder of the borer crown has a rotating movement	20%	Free*
ex 84.22	Escalators	20%	10%*
ex 85.01	Parts for inductors	20%	Free*
ex 85.12	Heating plates for cookers and parts for heating plates	20%	10%
ex 85.15	Deflection units and linear controllers	20%	Free*
ex 85.18	Electrical capacitors weighing 500 grammes or less	10/20%	Free*
ex 85.19	Resistors, fixed or variable, of a maximum capacity not exceeding 5 watts	20%	Free*
ex 85.21	Thermionic valves and tubes, display tubes for television cameras, transistors and parts thereof	0·40 kr. each	Free
ex 85.02 and 85.28	Ceramic ferrite materials	10/20%	Free*
ex 90.19	Dental appliances for correcting deformities of the teeth	10%	Free

*Temporary suspension or reduction of duty by administrative authority.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459, 461).



This HY-MAC 610 variable-capacity all-wheel-drive excavator is working in fairly hard sandy and stony ground on a building site in Athens. The HY-MAC is fitted with a 36 in. general purpose backacter bucket and has been supplied to the contractors by Chryssafis Trading Company, SA, the HY-MAC distributor in Greece.

SWEDEN

General sales tax

THE SWEDISH General Sales Tax has been increased from 9.1 per cent to 10 per cent of the tax paid value. The rate applied to the before tax value, previously 10 per cent, is now 11.11 per cent.

The special rate for machinery and equipment with an estimated life exceeding three years has been raised from 5.46 per cent to 6 per cent (on the before tax value the increase is from 5.8 per cent to 6.36 per cent).

The increase took effect on March 1, 1967.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459, 461).

FINLAND

Turnover tax

THE FINNISH turnover tax has been increased from 10 per cent to 11 per cent of the tax included value. On the tax excluded value the rate is now 12.4 per cent. The increase took effect on January 1, 1967. The scope of the turnover tax has been extended to include certain insurance premiums.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459, 461).

SPAIN

Anti-dumping duties

IN THE *State Gazette* of March 4, the Spanish authorities announced the following amendments to anti-dumping duties on items under Chapter 73 of their customs tariff. These duties entered into force on March 5 and apply to goods already in the Peninsula or the Balearic Islands which have not yet been cleared through customs.

Tariff heading	Description	Duty, pesetas per metric ton
73-07 B 1 a	Billets of more than 8 metres	475
1 b	Other billets	475
73-08 A	Iron and steel coils destined for cold-rolling	—
B	Other iron and steel coils	—

All other anti-dumping duties on items under Chapter 73 remain unchanged.

Customs tariff

IN THE *State Gazette* of March 6, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive duty	Transitory duty
07-06 A	Yucca and manioc	18%	12%
11-06 A	Flour and meal of yucca and manioc	20%	14%
19-04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches:		
A	Obtained from yucca or manioc	35%	31·5%
21-06 A 1	Natural yeasts pressed for bread-making	14%	14%
2	Other natural yeasts	12%	5%
28-40 A 1	Lead phosphites	30%	14%
2	Other phosphites and hypophosphites	10%	6·5%
59-02 C	Felt and articles of felt or jute	10 pesetas per kg.	7 pesetas per kg.
D	Felt and articles of felt or other fibres	35%	22·5%
76-04	Aluminium foil:		
A	Without backing:		
1	Winding strips of 99·99% purity, intended for use in the manufacture of electric condensers	25%	Free
2	Other	25%	20%
B	With backing:		
1	Thin strips and sheets of aluminium (including embossed, cut, perforated, coated or printed) fixed on paper or cardboard	27%	22%
2	Thin strips and sheets of aluminium (including embossed, cut, perforated, coated or printed) fixed on artificial plastic materials or other backing	27%	22%

Opening of global quotas

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		Pesetas	
9	Coking coal	158,400,000	Open permanently 1967
10	Anthracite	19,600,000	Open permanently 1967
15	Perfumery, toilet and cosmetic preparations	9,000,000	May 1 and May 31
16	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industry, not liberalized and not included in other quotas	51,840,000	April 1 and April 30
17	Phenoplast and furane resins	20,000,000	April 1 and April 30
18	Aminoplasts	13,320,000	May 1 and May 31
19	Other condensation, polycondensation and polyaddition products	12,000,000	May 1 and May 31
21	Polyvinyl chloride	13,200,000	April 1 and April 30
22	Other polymerization and copolymerization products	24,000,000	May 1 and May 31
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	19,008,000	April 1 and April 30
31	Special fabrics	7,200,000	April 1 and May 1
32	Carpets and rugs	3,300,000	April 1 and May 1
33	Ready-made clothing	9,000,000	April 1 and May 1
34	Other textile manufactures	5,500,000	April 1 and May 1

Duties within quota limits

IN THE *State Gazette* of March 6, the Spanish authorities announced the establishment of a duty-free quota of 7,500 tons for the import of manioc roots (Tariff heading 07-06.A) for Spanish manufacturers of industrial starches.

Suspension of customs duties

IN THE *State Gazette* of March 6, the Spanish authorities announced the extension of the import duty suspension on fishmeal (Tariff heading 23-01.B) until May 28, 1967.

PORTUGAL

Drawback of import duty on raw flax and hemp

UNDER ORDER NO. 20,184, published in the Portuguese *Diario do Governo*, First Series, No. 274, of November 22, 1963, the importation under the drawback system was authorized of raw flax and hemp for the manufacture of yarns and canvases destined to be exported. A notice about this appeared in the *Board of Trade Journal* of December 27, 1963.

It has now been announced that the use of the drawback system will in future be authorized only for imports of raw flax and hemp for the manufacture of yarns and canvases, without impregnation or covering, destined to be exported. The new provisions are set out in Order No. 22,516, which was published in the *Diario do Governo*, First Series, No. 36, of February 11, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

Drawback of import duty on steel wire

THE PORTUGUESE *Diario do Governo*, First Series, No. 36 of February 11, 1967, published Order No. 22,515 authorizing the importation under the drawback system of steel wire, classified under the heading 73.14.02 of the Customs Tariff, for the manufacture of steel wool destined for export.

For every 100 kg (net weight) of steel wool exported, the duties on an equivalent amount of steel wire imported shall be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 1366 *of the* Board of Trade Journal, *November* 25, 1966.

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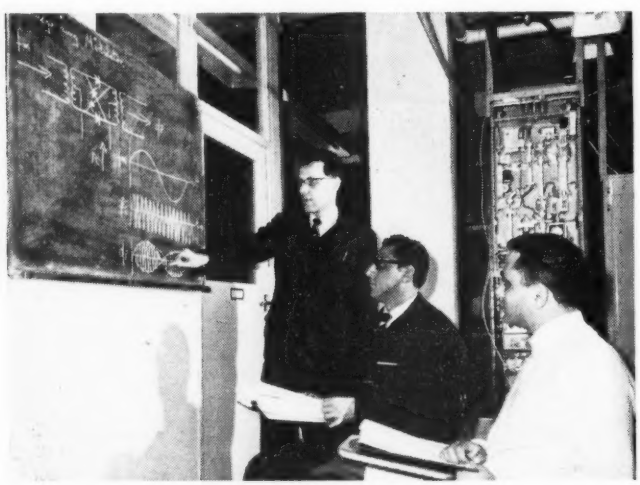
LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
07.01 a	Vegetables intended for sowing	*Ad valorem*	Free
07.05 a	Dried leguminous vegetables intended for sowing	*Ad valorem*	Free
10.02	Rye	*Ad valorem*	Free
12.01	Oil seeds and oleaginous fruit, whole or broken: e. Soya beans	*Ad valorem*	Free
12.08 b	Kernels and seeds intended for sowing	*Ad valorem*	Free
30.07 b	Plastic water-closet seats and lids	Per seat and lid	£L2
55.05 a	Cotton yarn, not put up for retail sale, obtained from waste and off-cuts of woven fabrics and used clothing	Kilogramme net	50 piastres with a minimum duty of 18% *ad valorem*
73.10 b	Iron and steel bars and rods	Kilogramme gross	£L50 with a minimum duty of 17% *ad valorem*
73.18 c	Tubes and pipes, of iron and steel, straight and welded, unworked or not further worked than tarred, painted or galvanized, of an internal diameter of between 11 mm inclusive and 80 mm inclusive	Kilogramme gross	15 piastres with a minimum duty of 21% *ad valorem*
76.02	a. Aluminium wire	*Ad valorem*	8%
	b. Others	Kilogramme net	125 piastres with a minimum duty of 20% *ad valorem*
84.15 c 2	Refrigeration units and other elements intended for the manufacture of domestic refrigerators or air conditioners	*Ad valorem*	Free
87.06 b	Parts and accessories of road tractors	Kilogramme net	25 piastres
98.01	Buttons and button moulds, studs, cuff-links and press fasteners, including snap-fasteners and press studs; blanks and parts of such articles	*Ad valorem*	30%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).



Mr. W. Brander, training officer with GEC (Telecommunications) Limited, Coventry, explains the principles of the group modulator used in 9-circuit VHF radio transmission equipment to Mr. Sami Barsoum (foreground) and Mr. Fouad Ali, engineers with the United Arab Republic Civil Aviation Department. They are in Coventry to learn how to operate and maintain the VHF equipment which has been supplied by GEC for a link between air traffic control centres at Cairo, Alexandria and Port Said.

TUNISIA

Duty-free quota for nitrogenous fertilizers

THE TUNISIAN *Journal Officiel* of February 10-14 announced that for 1967 the duty-free quota of nitrogenous fertilizers as pure nitrogen has been fixed at 6,000 metric tons.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/481).

GHANA

Short-term debts

DETAILS OF the Bank of Ghana's plans for dealing with short-term debts were published in the *Board of Trade Journal* dated December 16, 1966, pages 1544-1545. The Bank of Ghana have reviewed the debt situation and have now issued a further statement which is reproduced below:

> The Bank of Ghana has carried out the second quarterly review of the scheme for the settlement of arrears of current payments authorized by Exchange Control that were, as at May 31, 1966, awaiting foreign exchange cover, and as a result announces that foreign exchange cover will be provided forthwith to the commercial banks for the transfer of the following categories of arrears (excluding items of a capital nature):
>
> (1) All amounts exceeding £5,000 but not exceeding £10,000 which were due for transfer before April 1, 1966.
> (2) All amounts exceeding £2,500 but not exceeding £5,000 which were due for transfer in April 1966.
> (3) All amounts not exceeding £2,500 which were due for transfer in May 1966.
>
> The position after these payments will be that (apart from amounts due to the large creditors for which separate arrangements have been made):
>
> (i) All amounts up to £2,500 will have been cleared up to May 31, 1966.
> (ii) All amounts up to £5,000 will have been cleared up to April 30, 1966.
> (iii) All amounts up to £10,000 will have been cleared up to March 31, 1966.
>
> This announcement does not affect the separate arrangements with the large creditors which continue as before.
>
> The next review will be carried out during May 1967.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226).

NIGERIA

Prohibited imports

THE SECOND SCHEDULE to the Nigerian Import Prohibition Order, 1959 (published in the *Board of Trade Journal* dated May 1, 1959, pages 1054-1059), and subsequently amended, has now been further amended by the Import Prohibition Order, 1967, the effective date being November 24, 1966, by the insertion of the following new entry after entry number (3):

Second schedule

Goods prohibited from being imported except as provided herein.

Column 1 – Article	Column 11 – Exceptions
(3A) Blank invoices	Except under a licence from the Board

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

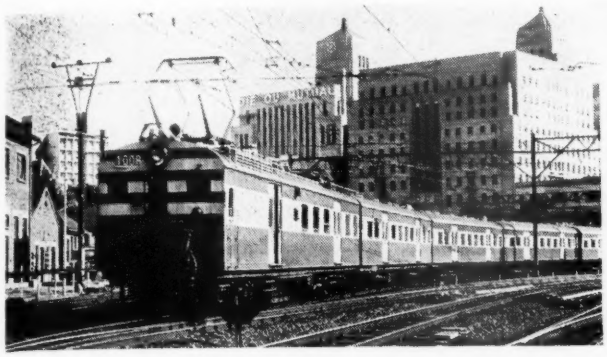
Customs tariff applications

CUSTOMS TARIFF Application List No. 431, published in the *South African Government Gazette* of March 10, contains applications to the Board of Trade and Industries for increase in duty on:

(1) Polyvinyl chloride conveyor belts and belting, from various rates of duty to 25 per cent *ad valorem* (general) and 23 per cent *ad valorem* (United Kingdom); and
(2) Transmission shafts and universal joints used therewith, identifiable for use solely or principally with motor vehicles with a carrying capacity not exceeding 2,800 lb. (excluding motor cycles) and road tractors, from 20 per cent *ad valorem* to 30 per cent *ad valorem* or 17 cents per lb.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 712/67, 2. CRE 714/67.



Multiple unit suburban train on South African Railways. Electrical equipment for 358 more coaches of this type have been ordered join ly from AEI and English Electric on a contract worth nearly £3 million.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 28), published as Rhodesia Notice No. 139 on March 3, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

	Effective Rate
FIRST SCHEDULE	
By the insertion of the following items:	
Ex 259 (2) (c) Unvulcanized rubber sheeting of a width of not less than 3 ft. (not being backed with or containing any textile materials) . .	12½%
Ex 331 (2) Ladder webbing or tape, textile in the length, of a type suitable for use in the manufacture of venetian blinds	Free

SINGAPORE

Removal of quantitative restrictions

NOTICE TO Singapore Importers No. 14 of 1967 states that the importation of the undermentioned items of bui.ders' hardware is no longer subject to quota restriction but *only to specific import licensing*:

(a) Extruded brass butt hinge 1in. – 4in.
(b) Steel butt hinge 1in. – 4in.
(c) Tee hinge 8in. – 12in.
(d) Extruded brass socket bolt 2in. – 8in.
(e) Padbolt 4in. – 8in.
(f) Towerbolts 4in. – 8in.
(g) Indicating bolts
(h) Hooks, cabin brass 4in. – 8in.
(i) Pulls, flush brass 3in.

The notice announcing the imposition of import licensing and quantitative restriction on these goods appeared in the *Board of Trade Journal* dated September 9, 1966, pages 658-9.

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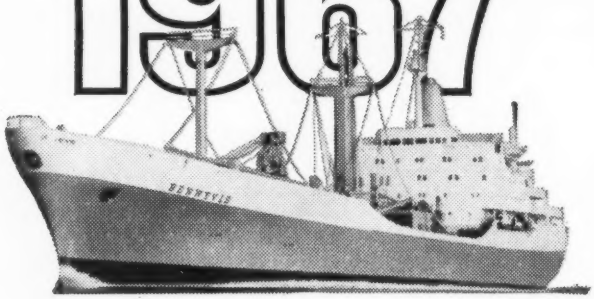
1967



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IMPORTANT
NOTICE OF ALTERATION
Export Invoices for Goods shipped to NEW ZEALAND

Amendment No. 4 to the New Zealand Customs Regulations has made changes in the Preferential Tariff, Intermediate Tariff and General Tariff Certificates of Origin, for goods arriving in New Zealand **on and after 1st April, 1967.**

The revised forms are as under:

British Goods—Preferential Tariff (Forms 56/57)	Our Ref. No. 1414 (Revised Dec. 1966)
Intermediate Tariff (Forms 56/59)	Our Ref. No. 569B (Revised Dec. 1966)
The Non-Preferential and Foreign Form (Form 56)	Our Ref. No. 1470 (Revised Dec. 1966)

The above revised forms are now available from stock from:

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who will be pleased to send a complete up-to-date list of all stock Forms.

MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE have been informed by cable that the Malaysian Tariff Advisory Board are to hold a further series of public inquiries to consider the rates of duty in Malaysia on the following items:

081 904	Rolled oats for animals
611 200	Composition leather with a basis of leather or leather fibre in slabs, in sheets or in rolls
611 301	Calf leather, undressed
611 302	Calf leather, dressed
611 401	Bovine cattle and horse leather, undressed
611 402	Bovine cattle and horse leather, dressed
611 911	Sheep leather and lambskins, undressed
611 912	Sheep leather and lambskins, dressed
611 921	Goat leather and kidskins, undressed
611 922	Goat leather and kidskins, dressed
611 930	Chamois dressed leather
611 940	Parchment dressed leather
611 950	Patent and metallized leather
611 991	Snake and crocodile skins, tanned, whether dressed or not
611 992	Other reptile skins, dressed
611 998	Other leather undressed
611 999	Other leather dressed
657 500	Carpets, carpeting and rugs, knotted
657 601	Carpets, carpeting and rugs of wool or fine hair, excl. knotted
657 602	Carpets, carpeting and rugs of cotton, excl. knotted
657 603	Carpets, carpeting and rugs of jute, excl. knotted
657 609	Carpets, carpeting and rugs of other textile materials, excl. knotted
662 410	Bricks of baked clay or brick earth
733 111	Bicycles not motorized
733 112	Tricycles, delivery, not motorized
733 113	Trishaws, not motorized
733 121	Cycle frames
733 122	Parts of cycle frames
733 123	Cycle saddles
733 124	Cycle handle-bars
733 125	Cycle rims
733 126	Cycle seat pillars
733 127	Cycle lamp brackets
733 128	Cycle mudguards
733 129	Cycle chain wheels and cranks
733 130	Cycle front forks
733 131	Cycle bracket lugs
733 132	Cycle reflectors
733 133	Cycle carriers
733 198	Other cycle parts
733 199	Other cycle accessories
812 425-2	Lamps and indoor lighting fittings, of base metals other than copper, electric, not elsewhere specified or included

The Tariff Advisory Board will also inquire into the possibility of according, to the following non-alcoholic beverages, if manufactured locally, duty free movement within Malaysia:

111 011	Ice
111 012	Spa waters and aerated waters, not flavoured
111 021	Non-aerated beverages, non-alcoholic, ready for consumption without dilution, excluding fruit and vegetable juices falling within item 053 504
111 022	Non-alcoholic beverages not elsewhere specified or included, including flavoured spa waters and flavoured aerated waters.

Certain of these commodities have been placed under import licensing control in West Malaysia only (including Penang Island). Details will be published as soon as possible.

Persons who propose to give evidence in respect of any of the above commodities should inform the Tariff Advisory Board (6th Floor, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, Malaysia) of their intentions and the capacity in which they wish to appear not later than April 3, 1967.

PAKISTAN

Import licensing policy

A NOTICE ABOUT Pakistan's import policy was published in the *Board of Trade Journal* on January 27 (page 239).

The Pakistan import licensing authorities have announced that letters of credit to cover the import of 'Free List' items against Pakistan's own foreign exchange resources may now be opened

against individual written authorizations issued by the Offices of the Chief Controller of Imports and Exports.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).

NEW ZEALAND

Import licensing schedule

A SUMMARY of the New Zealand 1966-67 Import Licensing Schedule was published in the *Board of Trade Journal* on April 1, 1966, page 762. The New Zealand Customs Department has now announced amendments to this Schedule. These amendments are available for inspection at Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). The main changes are as follows:

(1) Item code 65.18. Textile fabrics, etc. Certain woven pile and chenille fabrics were recently withdrawn from admission under Part II reference 11.0 of the Customs Tariff. As a result these fabrics which were previously exempt from import licensing became subject to licence under item code 65.18. To assist licence-holders whose imports of textile fabrics were affected by the above withdrawal notice it has been decided to make additional licences available under item code 65.18 to the extent of 33⅓ per cent of 1965/66 imports of the fabrics on which the concession was withdrawn.

(2) Item code 69.21. Metric and left-hand drills. For the 1966/67 licensing period licences under item code 69.22 will, on request, be made available for the importation of metric and left-hand drills of sizes which would otherwise fall within item code 69.21.

(3) Item codes 63.10, tool handles of wood; 66.07, setts and flags, etc.; 69.22, wooden tools and tool bodies; 69.34, locks, locksets, and padlocks, etc.; 69.41, transmission chain and chains; and 86.22 revolution counters, etc. The provision for these item codes has been increased to 90 per cent of 1965/66 licences.

(4) Item code 71.49. Unsensitized process engraving and lithographic metal plates. On application normal and regular importers of these goods will receive an entitlement for the current licensing period based on 75 per cent of their imports of these goods against 1965/66 licences. Applications above this level will be considered from normal importers, other supply houses, or users, in accordance with the policy applicable to 'C' items.

(5) Item code 86.29. Presensitized metal plates, sensitized films and papers. On application, normal and regular importers of these goods will receive an entitlement for the current licensing period based on 95 per cent of their 1965/66 licences held for these types for professional purposes only. No provision will be made above the basic allocation shown in the Import Licensing Schedule for types normally imported for amateur use. Applications above this level for plates only will be considered from normal importers, other supply houses, or users, in accordance with the policy normally applicable to 'C' items.

(6) Item code 86.33. Parts of watches and clocks. The provision for watch and clock parts has been increased to 100 per cent of 1965/66 imports.

(7) Item code 69.15. Horse shoe nails. Although item code 69.15 is a 'D' item, provision has been made for an allocation of 90 per cent 1965/66 licences for horse shoe nails.

(8) Ex. Item code 69.62. Horse shoes of a type not made in New Zealand. On application licences will be granted up to 90 per cent of 1965/66 licences for horse shoes of types not made in New Zealand.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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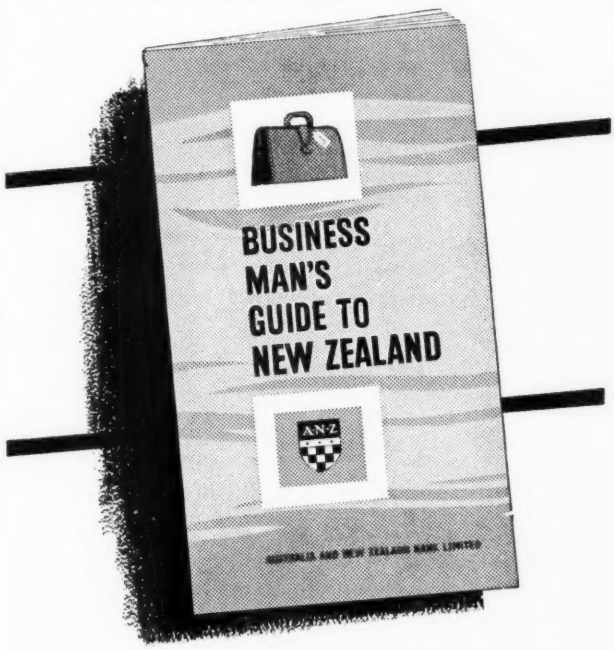

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AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **electric circuit breakers and switch units for voltages over 1,000** (Tariff items 85.19.21 and 85.19.22). This reference is of Departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (including switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentio-meters) other than heating resistors; switchboards (other than telephone switchboards) and control panels:		
*85.19.100	Devices for telephone or telegraph use, as follows: cable boxes, unprotected; devices for junctioning telephone and telegraph wires and cables; keys; lamp sockets for switchboards; protective apparatus; relays; resistance coils and spools	47½% Primage 5%	22½%
85.19.2	Apparatus for making and breaking electrical circuits, not falling within sub-item 85.19.1:		
85.19.21	Outdoor circuit breakers for use at voltages exceeding 1,000:		
85.19.211	For use at voltages not exceeding 15,000 if the rated breaking capacity is 500 mVA or higher; for use at voltages exceeding 15,000 but not exceeding 38,500 if the rated breaking capacity is 2,500 mVA or higher; for use at voltages exceeding 38,500 irrespective of the rated breaking capacity	7½%	Free
85.19.212	For use at voltages not exceeding 15,000 if the rated breaking capacity is lower than 250 mVA. . .	45%	22½%
85.19.219	Other	50%	32½%
85.19.22	Switch units, circuit breakers other than outdoor circuit breakers, for use at voltages exceeding 1,000:		
85.19.221	For use at voltages not exceeding 2,500 if the rated breaking capacity is 150 mVA or higher; for use at voltages exceeding 2,500 but not exceeding 4,500 if the rated breaking capacity is 250 mVA or higher; for use at voltages exceeding 4,500 but not exceeding 10,000 if the rated breaking capacity is 350 mVA or higher; for use at voltages exceeding 10,000 but not exceeding 15,000 if the rated breaking capacity is 500 mVA or higher; for use at voltages exceeding 15,000 but not exceeding 25,000 if the rated breaking capacity is 350 mVA or higher; for use at voltages exceeding 25,000 irrespective of the rated breaking capacity	7½%	Free
85.19.229	Other	45%	35%

*Shown for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 4.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 707/67.

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Glassless plastic safety mirrors and frames.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING PRODUCTS have been declared 'pioneer products' for the purposes of the above law:

Handicraft goods for export.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated January 20, 1967, page 182.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

Import licensing arrangements

THE BOARD OF TRADE have been advised that until further notice no licences will be issued for the importation into Trinidad and Tobago of the following items:

(i) Envelopes, except envelopes and writing paper to match, packed in boxes or other containers.

(ii) Liquid bleach.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

JAMAICA

Consumption duty

THE LIST of items subject to the 2½ per cent consumption duty in Jamaica (see *Board of Trade Journal* of July 9, 1965, page 114) has been amended by the Consumption Duty (Amendment) Resolution 1967, in the following manner:

(i) by the deletion of item 552-02.2 (Hard soap, in blocks, slabs or bars, whether or not scented or transparent) and

(ii) by the deletion of the existing entry relating to item 552-02.4 and the substitution therefor of the following:

Item No.	Class or Description of Goods	Unit for Duty	Rate of Duty
552-02.4	Other soap, including toilet, solid shaving soap, medicinal and similar soaps (but excluding hard soap, dental soaps, shaving creams and shampoos: Items 552-02.2; 552-01.4; 552-01.6) .	Value	5%

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Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29281. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
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Customs tariff changes

THE JAMAICAN Minister of Finance has approved under item 38(5) of the Second Schedule to the Customs Tariff, the duty free importation of the goods listed below, provided they are for use solely in the livestock, dairying and poultry industries:

Cattle neck chains and fasteners
Electra D
Plasmadex
Aqua A D E
Ameal
Neoject—110
Amprol Plus
Zoamix
Pig Plus

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

At a ceremony in Liverpool Town Hall on March 6 the Lord Mayor of Liverpool, Alderman Herbert M. Allen, presented to Captain W. T. D. McMillan, master of the 'Priam', a specially prepared official letter of greeting and a coat of arms from the City of Liverpool which will be carried by the ship to Japan. These will be presented to the Governor of Tokyo and the Mayors of Kobe, Nagoya and Yokohama. The addresses were specially printed in English and Japanese and will be presented in person by 'Priam's' master when she reaches Japan next month. Picture shows (left to right) Captain W. T. D. McMillan, Sir John Nicholson, chairman, the Ocean Steam Ship Co. Ltd., and the Lord Mayor of Liverpool, Alderman Herbert M. Allen.

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Chlorine.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

Valve grinding paste.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated December 10, 1966, page 1549.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of February 10, 1967, that Supreme Resolution No. 110-H has modified the nomenclature and duties of the undermentioned items of the Import Tariff to read as follows:

Tariff No.	Description	Unit	Specific Duty Soles	Additional Duty *ad val*
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06:			
2	Table knives:			
2.03	With handles of copper or copper alloys (except those in item 02)	K.L.	100·00	30%
2.04	Of stainless steel	K.L.	80·00	30%
2.05	With handle of tinned iron or steel	K.L.	20·00	30%
2.99	Other	K.L.	80·00	30%
82.10	Blades for the knives of 82.09:			
0.01	Of stainless steel	K.L.	80·00	30%
0.99	Other	K.L.	80·00	30%
82.14	Spoons, forks, fish-eaters, butter knives, ladles, and similar kitchen or tableware:			
1	Wholly of metal:			
1.02	Of stainless steel	K.L.	80·00	30%
1.03	Of tinned iron or steel	K.L.	20.00	30%
1.04	Of other base metal	K.L.	80·00	30%
9	Other:			
9.99	Other	K.L.	80·00	30%
82.15	Handles of base metal for articles falling within heading No. 82.09, 82.13 or 82.14:			
0.01	Of copper or copper alloys	K.L.	100·00	40%
0.02	Of stainless steel	K.L.	80·00	30%
0.03	Of tinned iron or steel	K.L.	20·00	30%
0.04	Of other base metals	K.L.	80·00	30%

The decree comes into force on the day of publication in *El Peruano*.

In respect of imports waiting for customs clearance or in transit to the country on the date of operation of this Resolution, they will be cleared at the previous rates of duty provided a request for customs clearance is received within 15 days of their arrival in Peru.

Amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of February 13, 1967, that Supreme Resolution No. 111-H has modified the nomenclature and duties of the undermentioned items of the Import Tariff to read as follows:

Tariff No.	Description	Unit	Specific Duty Soles	Additional Duty *ad val*
39.03.3.05	Regenerated cellulose (cellophane) with printing	K.G.	22·00	30%
48.07.0.14	Kraft, sulphite and similar Paper, with printing	K.G.	15·00	30%
48.07.0.15	Imitation parchment paper (grease-proof paper), glassine paper, with printing	K.G.	16·00	30%
49.07.0.16	Coated with wax, printed	K.G.	17·00	30%
48.07.0.17	White or coloured art paper	K.G.	24·00	30%
76.04	Aluminium foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0·15 millimetres:			
1	Unbacked:			
1.01	Up to and including 0·05 mm thick	K.G.	3·00	30%
1.02	Over 0·05 mm and up to and including 0·15 mm thick	K.G.	3·00	30%
1.03	As in 01 and 02, printed	K.G.	32·00	30%
2	Backed with paper, paperboard, plastic or similar materials	K.G.	3·00	30%
2.01	Up to 0·05 mm thick	K.G.	3·00	30%
2.02	Over 0·05 mm and up to and including 0·15 mm thick	K.G.	3·00	30%
2.03	As in 01 and 02, printed	K.G.	32·00	30%

The decree comes into force on the day of publication in *El Peruano*.

In respect of imports waiting for customs clearance or in transit to the country on the date of operation of this Resolution, they will be cleared at the previous rates of duty provided a request for customs clearance is received within 15 days of their arrival in Peru.

URUGUAY

Imports of motor vehicles

UNDER THE terms of a Uruguayan Government Decree, imports of ckd vehicles for local assembly have been suspended again with effect from March 7, 1967 (see the *Board of Trade Journal* of February 10, 1967, page 396).

Finishing touches being put to a green and cream Sunquest motor caravan before it left the Cardiff works of Thomas Hosking and Son Ltd. for Avonmouth en route to the United States. The caravan is on show at the American and Canadian Sportsmen's Vacation and Boat Show at Cleveland, Ohio (March 10-19). The Sunquest's body on a 15 cwt. Commer Chassis with left-hand drive and automatic transmission, is constructed from British Resin Products' Cellobond polyester resin reinforced with glass fibre. It will sell at around £1,450, which includes about £200 for transport costs and import duty. By exhibiting at Cleveland the company intends to take advantage of the Americans' growing interest in compact motor caravans.

UNITED STATES

Guides Relating to Retail Credit Transactions

THE *Board of Trade Journal* for January 20, 1967, announced the intention of the United States Federal Trade Commission to issue Guides Relating to Retail Credit Transactions and interested persons were invited to submit views to the Commission in Washington DC by February 24, 1967. This date has now been extended to March 24, 1967.

Inquiries regarding this notice may be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

Howard Rotavator's 'Dealer Day' held at Portland, Oregon, by R. M. Wade & Co., their distributors in the Pacific North-west of the United States. Over the past two or three years they have been one of the biggest distributors of Howard Rotavators in the United States. In the centre of the gathering at the front is Mr. Wade Newbegin, president of R. M. Wade & Co., and on his right is Mr. Martin Ford, president of Howard Rotavator Co. Inc. Behind them is Mr. Barry Cornell, chief engineer of Howard Rotavator Co. Inc., in the United States.

ICELAND

Imports of blended fodder

THE FOLLOWING notice appeared in the Icelandic official *Gazette* of February 11, 1967:

Notice concerning the import of blended fodder from European countries.

1. Importers of blended fodder from European countries shall ensure that each shipment of blended fodder shall be accompanied by a certificate of health from the recognized health authority in the country from which the goods are purchased. The certificate shall contain a declaration to the effect that the shipment contains no salmonella or anthrax bacteria or other germs which could cause infection in domestic animals.

2. It is forbidden to import blended fodder from European countries or from European ships into Iceland unless the above certificate is provided.

3. Breach of this notice will entail a fine which will accrue to the Treasury.

4. This notice is made according to Law No. 11 of April 23, 1928, concerning protection against foot and mouth disease and other diseases in domestic animals with further reference to Law No. 16 of 1952.

Ministry of Agriculture.
February 1, 1967.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Prices in brackets include postage.

Goverment publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	3 Mar. 1967
Aircraft noise at Heathrow Airport (Q)	23 Dec. 1966
Mileage and traffic (M)	10 Mar. 1967
Trade by air (6-M)	10 Mar. 1967
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	10 Mar. 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	This week
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	10 Feb. 1967
New companies registered:	
Gt. Britain (M)	24 Feb. 1967
N. Ireland (M)	3 Mar. 1967
Credit:	
Instalment credit business (M)	10 Mar. 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	6 Jan. 1967
Production, exports and orders (M)	3 Mar. 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	3 Mar. 1967
Cinema admissions and takings (M)	24 Feb. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	17 Feb. 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	24 Feb. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	10 Mar. 1967
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	10 Mar. 1967
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	17 Feb. 1967
Business (M)	10 Mar. 1967
Industrial building provisional figures (Q)	27 Jan. 1967
Industrial production:	
Index nos. (M)	3 Mar. 1967
N. Ireland index (M)	17 Feb. 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	6 Jan. 1967
Deliveries (Q)	10 Mar. 1967
Production (M)	10 Mar. 1967
Motor industry:	
Car and commercial vehicle production (M)	3 Mar. 1967
Motor trades turnover (M)	3 Mar. 1967
Nationalized industries overdrafts (M)	3 Mar. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	24 Feb. 1967
Retail trade:	
Index nos. (M)	10 Mar. 1967
N. Ireland index (M)	3 Mar. 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	10 Mar. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	10 Mar. 1967
Retail (M)	10 Mar. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	24 Feb. 1967
Cotton production (M)	24 Feb. 1967
Wholesale houses sales (M)	24 Feb. 1967
Wool exports (Q)	24 Feb. 1967
Wool output (M)	24 Feb. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	10 Mar. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	3 Mar. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	24 Feb. 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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EXECUTIVE — CHARTERED ACCOUNTANT, 38, London B.Sc.Econ., fluent ARABIC, FRENCH, 24 years resident, extensively connected, MIDDLE EAST, seeks use background, training, London-based position. Presently Financial Accountant London manufacturing company. Suggestions, Box 11115.

Advertisement

In an action brought by Reckitt & Colman (Overseas) Limited last December, a company was restrained from infringing trade marks belonging to Reckitt & Colman (Overseas) Limited consisting of the word DETTOL, with or without the device of a sword, and registered in respect of goods for sale in export markets.

The Court also ordered an enquiry as to damages and ordered that the Defendants should pay the Plaintiffs' costs.

The acts of which the Plaintiffs complained were that the Defendants had exported Dettol Brand Antiseptic marketed by Reckitt & Sons Limited and intended for sale only in the United Kingdom, and had thus infringed the trade mark rights of Reckitt & Colman (Overseas) Limited.

Notice is hereby given that similar proceedings will be taken against any persons wrongfully exporting Dettol Brand Antiseptic intended for sale in the United Kingdom, or wrongfully exporting other products marketed by Reckitt & Sons Limited and intended for sale only in the United Kingdom, if such exports infringe the trade mark rights of Reckitt & Colman (Overseas) Limited.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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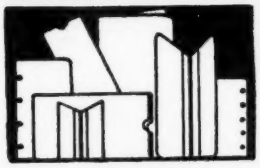

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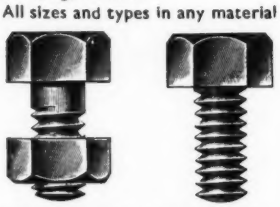

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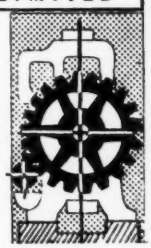

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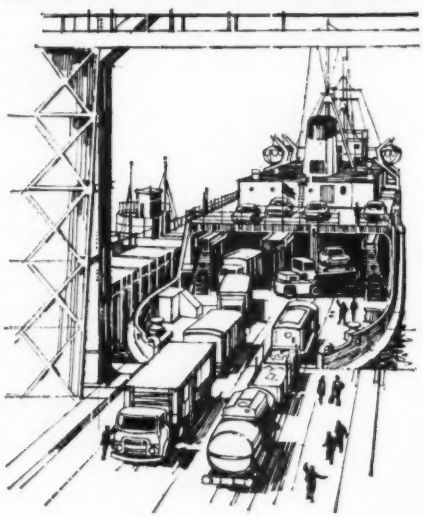

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